TRADE AND INDUSTRY

22 March 1973 Volume 10 No 12 10p

Competition and industrial structure: implications of entry to the EEC

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EUROPEAN COMMUNITIES

586 **Competition and industrial structure: implications of entry to the EEC**
588 **Minister speaks on future of British industry and commerce in Europe**
589 **Notice to importers: Community surveillance of certain imports**
590 **New EC legislation:** Common Agricultural and Fisheries Policy. Special relations agreements. EEC/Spain Agreement—tariff quotas. EEC/Turkey agreement. Imports from non-member countries. Rules of competition. Temporary suspension of import duties—correction

BRITISH OVERSEAS TRADE BOARD

594 **Quick and accurate market intelligence for exporters**
595 DTI Ministers to visit the Far East
596 'Algeria a country on the move'—Lord Limerick
596 Awards to smaller manufacturers

EXHIBITIONS AND FAIRS

597 First environment exhibition held in Australia
597 Record buyer attendance at New York Show
597 British trade information office at Hanover
599 Opportunities for two-wheelers in Zurich . . .
599 . . . and among the cyclists of Holland
599 Hardware firms optimistic of Cologne's results
600 EXPORT BUSINESS
602 MISSIONS AND TOURS

TRADE INFORMATION

604 **Algeria's second four-year plan: prospects for capital goods**
604 First meeting of UK/Bulgarian Joint Commission
604 Anti-dumping application on imports of maleic anhydride
605 Application for temporary exemption from import duty
605 The Import Duties (Temporary Exemptions) (No. 4) Order 1973
605 Federal Republic of Germany: Safety of Technical equipment
605 Prohibition on import of certain whale products
605 Hints to business men
606 British firm to build Algerian compressor stations: loan for £15 million contract
606 British capital goods for Poland: opportunity for exports of £17 million
606 Another order for British cargo vessel: ECGD backs £1 million loan
606 Iran and Romania
606 Italy and Romania
606 Switzerland and Tunisia
606 France and the Arab Republic of Egypt: correction
606 Venezuela and the Andean Pact
606 Bahrain and Kuwait: project lists
606 Copyright Royalty System (Records) (Amendment) Regulations 1973

TARIFF AND TRADE NOTICES

610 **Australia:** Tariff Board by-law inquiry
608 **Austria:** Detergents—marking of packages. Ice cream ordinance
615 **Bolivia:** Surcharge revoked and additional tax reduced. Pharmaceutical products declared articles of prime necessity
612 **Canada:** Value for duty. Tariff changes. Chemicals and plastics—Tariff changes
609 **Dahomey:** Import of potatoes
609 **Iran:** Import of tyres
608 **Israel:** Import liberalisation list—precious and semi-precious stones. Purchase tax. Standards for envelopes and letter boxes
614 **Jamaica:** Import licensing—chemicals. Sanitary napkins
609 **Kuwait:** Import of psychotropic drugs
608 **Malta:** Import licensing—globe artichokes
615 **Mexico:** Tax changes
611 **New Zealand:** Emergency Protection Authority—wire rope grips and clamps; muselets. Tariff and Development Board inquiry deferment—certain rubber products. Emergency Protection Authority reports: audio magnetic tape and weedkillers etc. Tariff and Development Board report—MCPB and 2, H-DB weedkillers
614 **Nicaragua:** Registration of patents and trademarks
610 **Nigeria:** Customs tariff
614 **Panama:** Import quota on certain man-made textiles
615 **Peru:** Prohibitions
608 **Senegal:** Import regulations—steel wire, television equipment. Global quotas
610 **South Africa:** Customs tariff applications. Import quotas
610 **Uganda:** Temporary ban on imports
612 **United States:** Cheese quotas
615 **Venezuela:** Capital Markets Law
608 **Yemen:** People's Democratic Republic of: Import of leather goods

HOME FEATURES AND NEWS

616 **Development Minister to spearhead drive for more West German investment**
617 **Investment grants on plant and machinery**
617 **Consumer advisory and arbitration services**
618 Harmonising NW Europe's offshore precautions
618 VAT: purchase tax rebate scheme
618 Clearance of merger proposals by the DTI
619 Air travel organisers' licences
619 Formal investigation of air miss report
619 Purchase tax on drugs and medicines
619 West Belfast factory development
619 Time limits on refund of Selective Employment Tax
619 Official appointments
619 Capital gains tax
622 **PARLIAMENT**

STATISTICS

625 **The economy: selected indicators**
626 **UK overseas trade—The current account of the United Kingdom balance of payments**
632 **UK overseas trade in 1972**
649 **United Kingdom balance of payments in the fourth quarter and year 1972**
650 **Trends in invisible transactions**
652 **Wholesale price index numbers—Materials prices rose again in February**
655 Vehicle production in February: estimated figures
655 Business monitor
656 **Food supplies moving into consumption in the United Kingdom**
657 Northern Ireland index of production
657 British Film Fund Agency returns
657 Registrations of British, Community and foreign films
658 **Steel consumption and stocks in the fourth quarter of 1972**
659 **Index to statistics**
660 **GOVERNMENT SALES**

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Competition and industrial structure: implications of entry to the EEC

by Nicholas Owen, a DTI Economist

Britain's entry into the EEC raises a number of questions about competition and industrial structure which are important both for government and industry. The EEC is designed to stimulate competition. Tariff barriers are being eliminated, non-tariff barriers will be gradually eroded and commercial practices which tend to isolate the national markets are under the Commission's vigilant scrutiny. What implications have these developments for industrial structure, and for competition policy? Managements must wonder whether their enterprises are of a scale large enough to survive in the more bracing climate of the EEC, and whether perhaps they should accelerate their growth by merger. What are the relevant economics of scale which need to be exploited in order to thrive in Europe and how should competition policy adjust to these developments? Will increased competition from our partners remove the need for a vigilant competition policy, or indeed, for any competition policy at all?

In dealing with structure, and more particularly with mergers, government has to strike a balance on the one hand between the economies of scale or improved utilisation of assets which a merger might promote and on the other, any adverse effects of any diminution in competition which might arise from the increase in industrial concentration which mergers imply. Will EEC entry tilt the balance in favour of mergers? There are many who would claim that it does, arguing that the benefits of mergers are greater in the EEC because of the opportunities for economies of scale which the EEC provides, and that the disbenefits are smaller because even a dominant firm in the UK market is merely one among many in the enlarged market. The EEC Commission itself has taken this view. In its 1965 Memorandum on Concentration it remarked that whereas prior to the formation of the EEC European companies were of a size appropriate to their national markets, the time had come for the emergence of companies of European dimensions, exploiting economies in R & D and finance. This is a popular view among many European commentators who point to the marked size difference between the largest European firms and their American rivals, whose European subsidiaries have been described by Mr. Servan-Schreiber as the only truly European enterprises. This view appeals to many in industry who feel that large size provides both a launching pad for successful EEC operations and a strong domestic position from which to resist the intensified competition from foreign rivals. There is also a feeling that mergers will give less cause for concern in an integrated Europe since any attempt by oligopolists in one national market to exploit their market power by raising prices will invite increased imports from partner countries.

The views expressed in this article are not necessarily those of HM Government.

But in the absence of evidence for this view one could as plausibly argue the contrary case: While it is true that a larger market *permits* larger firm size there is no obvious reason why optimal firm size should be related to the size of market, any more than, say, a European government requires physically larger politicians. Moreover, the types of economies claimed for US subsidiaries whose size many would regard as optimal are fairly nebulous. It is not clear that larger European firms suffer in comparison in respect of cost and availability of finance, or in the field of R & D. Studies on R & D reveal that the relation between innovative output and size appears to hold up to a certain size, becoming vague thereafter. There are also many examples of small and medium-sized firms with impressive innovative records. Nor is it clear that concentration becomes much less of a cause for public concern in the post-entry context. Full integration is a long way off and though tariff barriers can be eliminated, barriers of the non-tariff kind are more difficult to remove since they are rooted in language and legal differences, nationalistic preferences and buying habits. Nor is it clear that there need be less concern about concentrated industries since it could be argued that it is in precisely these industries that one may expect to find behaviour likely to contribute to the isolation of national markets. Firms in some of these industries have established entrenched positions aided by heavy advertising, making entry difficult both for domestic and foreign rivals alike. Furthermore, it is inherently plausible that once the removal of barriers to trade threatens to expose fairly cosy national oligopolies, the larger European firms in concentrated industries might begin to extend to foreign rivals the same sort of accommodating understanding which is prone to characterise relationships between large firms within such industries. Such a live and let live atmosphere would tend to restrict the growth of trade within the EEC and eliminate many of the anticipated dynamic effects.

It is becoming clear that it is at least as plausible to argue that EEC membership implies no relaxation of competition policy as it applies to mergers as it is to argue the reverse. To begin to resolve this question what is needed is evidence on at least four questions:

(1) To what extent has integration proceeded in the EEC?

(2) How important is size for a firm's ability to compete in the EEC?

(3) What are the relevant economies of scale? Very broadly, are they predominantly on the production side, operating at the plant level, or are they managerial in nature, operating at the enterprise level?

(4) How has integration, as measured by intra-EEC trade, been affected by the degree of industrial concentration in the national markets?

An attempt has been made to answer these questions by studying the experience of the EEC to date. This study focusses on intra-EEC trade, both as a guide to the performance of the industries studied and as an objective measure of integration. It has generally been noted that intra-EEC trade has grown rapidly in the last decade. It is also true but less well noted that this growth is measured from a low base, in relation to EEC production. Intra-EEC trade rose from 4 per cent of EEC production in 1961 to ten per cent in 1970. Integration is increasing rapidly yet is currently still modest overall. Thus on average, in 1970 only ten per cent of each national market in the 'old' EEC was accounted for by imports from competitors in partner countries. On this basis one would hesitate to say that foreign competitors were sufficiently established in each market to affect seriously the behaviour of domestic firms at the present time. Of course, UK legislation on monopolies and mergers refers to UK market shares and these automatically take some account of any competition that may arise from UK entry since imports will depress the UK market share of UK firms. But it could be argued that additional recognition of the EEC market might be justified by the increased threat of imports from EEC partners as integration proceeds. It might be reasonable, for example, to adjust UK market shares downwards by an extent depending on the degree of integration in the market concerned.

Turning now to the argument that the EEC justifies a greater size of firm, it would be helpful to know whether the argument is generally applicable to all industries, and all dimensions of size. In particular, does the argument relate to production economies, obtaining mainly at the plant level, or to managerial economies (such as marketing, R & D and finance) applicable at the enterprise level? I tackled the problem by studying trade between the three largest elder members of the EEC: France, Germany and Italy. Evidence in favour of the argument that large firm size is important to the EEC context was tested by examining whether there is any relationship between the pattern of trade advantage and relative firm size, eg whether the German industries in which German firms have a relative size advantage over their French counterparts also export more to France than France exports to Germany. I considered that the test of international competition is the appropriate test of the relevance of relative size; not only is EEC trade the context of claims made by merging companies invoking the European perspective but the ability to invade the markets of rivals and to resist their incursions on one's own is an index or total performance embracing all the many factors contributing to efficiency.

Trade is only one dimension of international competition; foreign direct investment is another. I have ignored this element in the study. Apart from data difficulties, there is no conceptual link between the existence of the EEC and foreign investment by EEC firms within the EEC. Foreign direct investment is of course an alternative to exporting. The former is if anything relatively less attractive than the latter once tariff barriers are lowered so that it is difficult to see how foreign investment is linked to the formation of the EEC. Indeed, many UK firms have underlined this point by establishing plants in Europe long before UK entry. In any case, there is no indication that foreign direct investment in the EEC has boosted EEC gross manufacturing investment which does not appear to have risen significantly above the level it would have otherwise have reached. In view of these considerations it seems not unreasonable to concentrate on trade flows.

The scope of the work was limited by the availability of data. Details of the size of European firms were obtained from the EEC Census of Production. These figures refer to 1962. The earliest year which does justice to the impetus to trade provided by the EEC was 1964. Tariffs of member countries which applied prior to the formation of the EEC had by then been reduced by sixty per cent. Intra-EEC trade of EEC countries relative to their other trade rose rapidly between 1962 and 1964, thereafter resuming something like its pre-1962 trend. This consideration apart it was felt that 1964 trade figures were the latest that could be matched up with the firm size data with reasonable confidence and this was done for between 62 and 73 industries, depending on the countries concerned. The trade advantage of any particular industry in one of the three countries studied, vis-a-vis that of the corresponding industry in another partner is measured in the study by the difference in the two trade flows divided by their sum. Thus, for example, if France's exports and imports of farm machinery to and from Germany are respectively $60 and $40 million, France's trade advantage in that product would be 0.20 (60-40/60 + 40). The advantage of such a variable is that it is a ratio and is not affected by whether a product is traded to a large or small degree.

Trade advantage and size advantage

We looked for signs of a relationship between trade advantage and size advantage, taking in each industry the largest 20 plants and enterprises for comparison since large firms typically account for the bulk of exports. It was found by econometric analysis that the trade patterns between France and Germany, France and Italy, Germany and Italy all revealed that a significant positive relationship existed between trade advantage and relative firm size. More interestingly, this relationship was more marked at the plant level than at the enterprise level. The relative firm size measure picks up not only advantages of scale derived from the large plants which larger firms typically employ but also any managerial economies which may be obtained by larger firms. If the latter are important the expectation would be that relative firm size would provide a better explanation of export performance than relative plant size, which picks up only the production economies. But this does not appear to be the case; relative firm size provided an inferior explanation of trade advantage than that provided by relative plant size. An alternative interpretation of these results might be that large firms and export success may be associated at any particular time because they are both linked to and explained by a third variable, and not as we have suggested because plant economies are the cause of export success. It is reasonable to suggest, for instance, that an industry which has been consistently successful in the past would have expanded exports and have produced larger firm and plant sizes. A history of success, due to other factors not considered here, may account for both trade advantage and relatively large firm and plant sizes. A check on this hypothesis was made by examining whether relative industry size was a factor explaining trade advantage. This variable was not found to be at all significant. The original explanation which emphasised the causal role of plant size seems to be more convincing.

These results suggest that production economies identified at the plant level explain a significant part of the pattern of competitive success in the EEC, but managerial economies identified at the enterprise level explain very little. They are consistent with the large body of research on economies of scale which tends to indicate that multiplant economies are rather nebulous whereas production economies, rooted often in engineering relationships, are reasonably reliable. The results support a sceptical view of arguments in favour of mergers inspired by EEC membership since mergers typically create larger enterprises leaving plant size unchanged.

Lastly I looked at the way in which integration is affected by industrial concentration and in particular the question

whether integration has proceeded further in products produced by concentrated industries. Trade flows for 1964 of manufactured products between France and Germany involving 47 industries, between France and Italy involving 70 industries, and between Germany and Italy involving 45 industries have been examined in an attempt to discover how trade in each product is related to the industrial structure of the industries producing it. In probing this relationship it was essential to recognise that market structure may not be the dominant factor. The economic importance of a product is an obvious important factor for which allowance must be made. It was also clear that trade varied markedly from product to product in relation to the output of those products. Particular efforts were made to identify factors other than industrial structure which might explain these variations in tradability. It would not be surprising if the volume of trade in any product, relative to its output, were inversely related to the importance of transport costs in final costs and positively related to the degree to which one trading partner dominated the other in the trade of that product, on the grounds that trade is rooted in specialisation according to comparative advantage. Neither transport costs nor trade advantage proved to be in any way significant. As a final attempt to explain tradability the mean distances travelled by different products in the USA was used as a guide to relative tradability but again no correlation with intra-EEC product tradability was discovered.

Market structure

Having disposed of other probable explanations of intra-EEC trade it was found that bilateral trade between France, Germany and Italy was successfully explained by the economic importance of the product and the market structure of the industries producing it. Market structure does turn out to be a significant factor. As expected there is a complex relationship between trade and concentration yet despite this the relationships for the three pairs of countries look strikingly similar. The striking point to emerge is that trade increases with concentration up to an eight-firm concentration level of 50 per cent or so thereafter falling markedly. Of significance for policy purposes is the definite indication that in the important middle ground between the 30 per cent and 70 per cent levels of concentration, in which the bulk of mergers fall, increases in concentration are likely to depress trade, and with it the competition and stimulus to efficiency which this trade embodies.

These results are consistent with the tacit collusion hypothesis that relatively concentrated industries confronting each other across national frontiers may tend to pull their competitive punches and make fewer inroads into each other's domestic market than might otherwise be expected given the size of the industry and the tradability of the product. This result gives grounds for suspicion that some mergers at least will depress trade and deny the UK some of the dynamic effects of EEC membership. Showing the caution appropriate to the data and the statistical methods it is not yet possible to point to a definite threshold level of concentration applicable to the UK on the basis of these results. I would suggest however than when assessing mergers it would be prudent to adopt the cautious view that EEC membership does not tilt the balance in favour of mergers, as many might be inclined to believe. Mergers typically change firm sizes rather than plant size and the study indicates that firm size, as opposed to plant size, does not appear to explain trading success. On the other hand, mergers could bring unexpected disbenefits. The increased concentration which mergers imply could, by depressing intra-EEC trade, retard integration and deprive the UK of some of the beneficial effects of entry to the EEC.

Minister speaks on future of British industry and commerce in Europe

THE trend towards standardisation in our society has led to a backlash against the mass-produced article and is creating an atmosphere in which there is a growing need for the man who shows flair and imagination, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, said in London on March 16.

Addressing the annual dinner of the British Junior Chambers of Commerce, Mr. Grant declared: 'We must look to the young as a source of innovation, but industry often shows a reluctance to back their ideas.

'In recent years there has been a trend towards standardisation for the sake of the economies of scale that follow. But there is now something of a backlash against the mass-produced article. The desire is for the product that is just a little different, that shows some entrepreneurial skill.

'This flair must never be allowed to die, especially in a nation such as ours where trade is its life.'

On encouraging the young, Mr. Grant said: 'Men and women setting out in their careers have boundless enthusiasm, but all too often this can turn to bitterness and frustration when it is not harnessed and directed into channels where it can do most good. Today's youth are probably better educated, more widely travelled, more international in outlook than any previous generation and none of this must be wasted.'

The theme of Mr. Grant's speech was 'The Future of British Industry and Commerce in Europe'. Turning to the opportunities that exist to influence development of the Community Mr. Grant said this could be done in a number of ways including of course, direct representation to the UK Government.

'It can also be done through UK Trade Associations who should be linking up with their European counterparts; through Chambers of Commerce and the CBI who both have European counterparts; where possible, by having offices in Brussels and knocking on the Commission's door and by supporting British MP's, both in the UK Parliament and in Strasbourg.

'The Community's system provides for extensive consultation at all states of drafting proposals. It is up to us to use these opportunities and to ensure that our interests are safeguarded and furthered in the development of the Community's policies.'

'Entry to the Community has put a new perspective on Britain's role as a provider of financial services. The City can claim to be the world's leading financial centre, offering a particular range and interdependence of activities, and showing the ability to develop rapidly to meet new requirements and to satisfy new demands. The City's institutions are already strengthening their links with Europe.'

Mr. Grant went on: 'The Junior Chamber has a social conscience and some facets of its work are designed specifically with the benefit of the community as a whole very much in mind. This attitude is to be welcomed and it is one that will remain with members throughout their careers and will have a bearing on the many decisions they will be called upon to make. For industry and the community at large are very much dependent upon one another. Yet the quality of life in general often appears, to many eyes, to be sacrificed for the sake of business interests and to result in polluted rivers, dirty air, factory closures, uncompetitive practices, etc. This is a trend which is now being reversed, however, as companies develop a growing sense of social responsibility. There is room for both to exist side by side, and the kind of worthwhile projects undertaken by individual Junior Chambers can help to create a more amicable climate in which to assess the needs of industry and the community to attain balanced development whilst preserving amenities and resources.'

Mr. Grant, who has special responsibility for small firms, went on: 'small firms should not be deterred from competing in new markets in Europe especially when it is realised that nine out of 10 firms fall into this category. They have much to commend them and much to contribute. Their continued existence is a necessary requirement.

'The Government has indicated its intention to set up 10 new Small Firm Information Centres throughout the country designed to provide a source of information to which traders and manufacturers can refer, as recommended by the Bolton Committee. I hope every advantage of these will be taken when established.'

NOTICE TO IMPORTERS

Community surveillance of certain imports

UNDER EEC Regulation 1025/70 of May 25, 1970 general provision is made in Articles 7 to 9 for the surveillance of imports. This Regulation which is directly applicable in Member States will apply in the United Kingdom from April 1, 1973 in accordance with the Treaty of Accession. This notice sets out how the surveillance will be administered and describes which goods are at present affected under particular EEC Regulations made in accordance with the general provisions of Regulation 1025/70.

On and after April 1 the products listed at Annex A originating in the countries indicated can be imported only under an individual import licence. Such licences will be issued freely upon application to Import Licensing Branch, Department of Trade and Industry, at Sanctuary Buildings, Great Smith Street, London SW1, provided the importer supplies the following details with his application which should be made on Form ILB/A:

(a) Name and address of the importer.
(b) Description of the goods including the tariff numbers as set out in Annex A, the country of origin and the country from which the goods are consigned, if this is different.
(c) The cif price and the quantity of the goods.
(d) The intended date or dates of importation.

The validity of such licences will normally be for three months from the date of issue but a longer or shorter period may be chosen depending on the limits provided in the particular Regulations concerned, the views of individual importers, and any other requirements under the general provisions of Regulation 1025/70. The validity of licences will not be extended. Licences will be stamped 'Surveillance' and will have a separate prefix to distinguish them.

There are provisions in Regulation 1025/70 for introducing quantitative restrictions on goods under surveillance, and also for removing goods from surveillance altogether, and for putting other goods under surveillance. Any changes of this kind will be notified.

ANNEX A

Tariff heading	and description of goods	Origin of goods subject to Community (import) surveillance
ex 31.02	Urea	Yugoslavia
ex 76.01	Unwrought aluminium	all countries listed in Annex B
ex 78.01	Unwrought lead, other than bullion lead	all countries listed in Annex B
ex 84.52	Electronic calculating machines with four operations, printing or non-printing	Japan

ANNEX B

List of Countries

Afghanistan
Algeria
Andorra
Antigua
Argentina
Australia (including the Territory of Papua and New Guinea, Norfolk island, Cocos (Keeling) Islands)
Austria
Bahamas
Bahrain
Barbados
Bermuda
Bhutan
Bolivia
Botswana
Brazil (including the Territory of Fernando de Noronha (including the Rocks of Sao Pedro and Sao Paulo and the Atoll das Rocas) and the islands of Trinidade and Martim Vaz)
British Antartic Territory
British Honduras
British Indian Ocean Territory (Chagos Archipelago, Aldabra, Farquhar and Desroches islands)
British Virgin Islands
Brunei
Burma
Burundi
Cameroon
Canada
Cayman Islands
Central African Republic
Ceylon
Chad
Chile (including Juan Fernandez Islands, Easter Island, Sala-y-Gomez, San Félix Island, San Ambrosia Island, and the western part of Tierra del Fuego)
China, Republic of (Formosa)
Colombia
Comoro Islands
Congo, People's Republic of
Costa Rica
Cyprus
Dahomey
Dominica
Dominican Republic (including Saona, Catalina, Beata, and a number of smaller islands)
Ecuador
Egypt, Arab Republic of
El Salvador
Equatorial Guinea
Ethiopia
Falkland Islands and Dependencies
Faroe Islands
Fiji
Finland
French Polynesia (Society Islands, Leeward Islands, the Marquesas, Tuamotu and Gambier Archipelagos, Tubuai Islands, Rapa and Clipperton Islands)
Gabon
Gambia
Ghana
Gibraltar
Greece (including Euboea and the Sporades, the Dodecanese, the Cyclades, the Ionian and Aegean Islands, Crete)
Grenada
Guatemala
Guinea, Republic of
Guyana
Haiti (including La Tortue and La Gonave Islands, Les Cayemites, Ile-a-Vache, Navassa and Grande-Caye)
Honduras
Hong Kong
Iceland
India (including the Andaman and Nicobar Islands, and the Laccadive, Minicoy and Amindivi Islands)
Indonesia (Java, Sumatra, Kalimantan, Sulawesi, Bali and Nusa Tenggara (including the Indonesian part of Timor), Maluku, West Irian)
Iran
Iraq
Israel
Ivory Coast
Jamaica
Japan
Jordan
Kenya
Khmer Republic
Korea, Republic of (South Korea)
Kuwait
Laos
Lebanon
Lesotho
Liberia
Libya
Liechtenstein
Malagasy Republic
Malawi
Malaysia (including former British North Borneo and Sarawak)
Maldive Islands
Mali
Malta
Mauritius
Mexico
Montserrat
Morocco
Muscat and Oman
Nauru
Nepal
Netherlands Antilles (comprising Curacao, Aruba, Bonaire, Saba, Ssint Eustatius and the Dutch part of Saint Martin)
Nicaragua
Niger
Nigeria, Federal Republic of

(*continued on next page*)

MARKET SURVEYS —EUROPE

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COMMUNITY SURVEILLANCE ON IMPORTS
ANNEX B
continued

New Caledonia and Dependencies (including Isle of Pines, Huon Islands, Loyalty Islands, Walpole and Surprise Islands, Chesterfield Islands)
New Hebrides
New Zealand (including Kermadec and Chatham Islands)
Cook Islands
1. Northern Group (Penrhyn, Manihiki, Rakahanga, Pukapuka, Palmerston, Suwarrow and Nassau)
2. Southern Group (Rarotonga, Aitutaki, Atiu, Mitiaro, Mauke, Mangaia, Takutea and Manuae)
3. Niue Island

Norwegian territories in the Antarctic (Bouvet Island, Peter I Island and Queen Maud Land)
Pakistan
Panama
Paraguay
Peru
Philippines
Portugal
European territory (including Madeira and the Azores)
Angola
Cabinda
Cape Verde Islands
Macao
Mozambique
Portuguese Guinea
Portuguese Timor
Sao Tomé and Príncipe Islands
Qatar
Rio Muni
Rwanda
Saint Helena (including dependencies: Ascension and Tristan da Cunha)
Saint Kitts (Saint Christopher), Nevis and Anguilla
Saint Lucia
Saint Pierre and Miquelon
Saint Vincent
Saudi Arabia
Senegal
Seychelles
Sierra Leone
Sikkim
Singapore
Somalia
South Africa, Republic of (including South West Africa and Prince Edward and Marion Islands)
South Vietnam
Southern and Antarctic Territories (French overseas territory: Kerguelen Islands and Crozet Archipelago, Saint Paul and Amsterdam Islands, Adelie Land)
Southern Yemen (including Perim and Socotra islands)
Sovereign Base Areas of the United Kingdom of Great Britain and Northern Ireland in Cyprus
Spain
Peninsular Spain and the Balearic Islands, Canary Islands, Ceuta and Melilla, Alhucemas, Chafarinas Islands and Penón de Vélez de la Gomera Ifni and Spanish Sahara
Sudan
Surinam
Svalbard (Spitsbergen, Bear Island, etc.)
Swaziland
Sweden
Switzerland
Syria
Tanzania
Territories under the jurisdiction of the High Commissioner for the Western Pacific (including the separate customs territories of the British Solomon Islands Protectorate and the Gilbert and Ellice Islands Colony)
Territory of the Afars and Issas
Thailand
Togo
Tonga
Trinidad and Tobago
Tromelin, Glorieuses, Juan de Nova, Europa and Bassas-da-India islands
Tunisia
Turkey
Turks and Caicos Islands
Uganda
Union of Arab Emirates (Abu Dhabi, Dubai, Shariah, Ajman, Umm al Qaiwain, Fujairah) and Ras al Khaimah
United States of America
American Samoa (including Swains Island)
Guam
Kingman Reef
Midway
Panama Canal Zone
Puerto Rico
Ryukyu Islands (Okinawa) and Daito Islands
Trust Territory of the Pacific Islands
(Caroline Islands, Marshall Islands and Mariana Islands excluding Guam)
Virgin Islands of the United States
Wake Island
Upper Volta
Uruguay
Venezuela
Wallis and Futuna Islands
Western Samoa
Yemen
Yugoslavia
Zaire, Democratic Republic of
Zambia

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174 or 408 or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877 ext. 2354 or 2355)—the appropriate reference point is given at the end of each section.

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations and Decision which affect the various agricultural and fisheries sectors in the EEC have been published in the *Official Journal of the European Communities*. The texts may be seen on application.

General. Regulation (EEC) No. 449/73 amending Regulation (EEC) No. 1013/71 as regards the calculation of the compensatory amounts applicable in consequence of monetary developments to trade in agricultural products with the new Member States. (*Official Journal* No. L52, February 25, 1973)

Regulation (EEC) No. 450/73 fixing the monetary compensatory amounts for certain cereals. (*Official Journal* No. L52, February 25, 1973)

Regulation (EEC) No. 646/73 relating to the suspension of advance fixing in various sectors of the common organisation of the agricultural markets. (*Official Journal* No. L61, March 7, 1973)

Regulation (EEC) No. 657/73 amending Regulation (EEC) No. 270/73 on the exchange rate to be applied in agriculture for the currencies of the new Member States. (*Official Journal* No. L62, March 8, 1973)

Decision No. 73/20/EEC relating to the suspension of advance fixing of levies and refunds in various sectors of the common organisation of the agricultural markets. (*Official Journal* No. L62, March 8, 1973)

Wines: Regulation (EEC) No. 643/73 amending Regulation (EEC) No. 2223/70 waiving the countervailing duty on imports of certain wines originating in and coming from certain third countries. (*Official Journal* No. L61, March 7, 1973)

Milk and milk products. Regulation (EEC) No. 644/73 on a provisional variation in the new Member States from a condition on the granting of aid for skimmed milk for use as feed. (*Official Journal* No. L61, March 7, 1973)

Fish and fish products. Regulation (EEC) No. 645/73 determining landing areas for fishery products which are very distant from the main centres of consumption in the Community and fixing the withdrawal prices, referred to in Article 10(4) of Regulation (EEC) No. 2142/70, which are to be applied in those areas. (*Official Journal* No. L61, March 7, 1973) **EDB ext 7174/408**

SPECIAL RELATIONS AGREEMENTS: *Trade and Industry*, August 3 and August 10, 1972, contained notices about the Special Relations Agreements signed in Brussels on July 22, 1972, between the EEC and Austria, Switzerland, Sweden, Portugal and Iceland. The texts of a number of Regulations etc. relating to certain pro-

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visions in these agreements, together with the texts of the Agreements with Austria, Sweden, and Switzerland, which come into effect on April 1, 1973, and the related documents, have now been published in the *Official Journal of the European Communities* as follows:

EEC/Austria

Regulation (EEC) No. 2836/72 concluding an agreement between the EEC and Austria and adopting provisions for its application.

Agreement between the EEC and Austria.

Information on the date of the coming into force of the agreement between the EEC and Austria.

Regulation (EEC) No. 2837/72 relating to the safeguard measures provided for in the agreement between the EEC and Austria. (*Journal Officiel* No. L300, December 31, 1972)

Regulation (EEC) No. 417/73 establishing Community supervision of imports of certain products originating in Austria. (*Official Journal* No. L59, February 5, 1973)

Regulation (EEC) No. 421/73 on the implementation of Protocol No. 3 concerning the definition of the concept of 'originating products' and methods of administrative co-operation annexed to the Interim Agreement between the EEC and the Republic of Austria. (*Official Journal* No. L59, February 5, 1973)

Regulation (EEC) No. 422/73 on the application of the Decision of the Joint Committee No. 2/72 establishing methods of administrative co-operation in the customs sector for the implementation of the Interim Agreement between the EEC and the Republic of Austria. (*Official Journal* No. L59, February 5, 1973)

Decision of the Joint Committee No. 2/72 laying down the methods of administrative customs co-operation for the implementation of the Interim Agreement between the EEC and the Republic of Austria. (*Official Journal* No. L59, February 5, 1973)

Decision 73/12/EEC of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting in the Council, establishing supervision of imports of certain products originating in Austria. (*Official Journal* No. L59, February 5, 1973)

EEC/Sweden

Regulation (EEC) No. 2838/72 concluding an agreement between the EEC and Sweden and adopting provisions for its application.

Agreement between the EEC and Sweden.

Information on the date of the coming into force of the agreement between the EEC and Sweden.

Regulation (EEC) No. 2839/72 relating to the safeguard measures provided for in the agreement between the EEC and Sweden. (*Journal Officiel* No. L300, December 31, 1972)

Regulation (EEC) No. 419/73 establishing Community supervision of imports of certain products originating in Sweden. (*Official Journal* No. L59, February 5, 1973)

Decision 73/13/EEC of the Representatives of the Governments of the Member States of the European Coal and Steel Community, meeting in the Council, establishing supervision of imports of certain products originating in Sweden. (*Official Journal* No. L59, February 5, 1973)

EEC/Switzerland

Regulation (EEC) No. 2840/72 concluding an agreement between the EEC and the Swiss Confederation, adopting provisions for its application and also concluding the additional agreement on the validity, for the principality of Liechtenstein, of the agreement between the EEC and the Swiss Confederation of July 22, 1972.

Agreement between the EEC and the Swiss Confederation.

Additional agreement on the validity, for the principality of Liechtenstein, of the agreement between the EEC and the Swiss Confederation of July 22, 1972.

Information on the date of the coming into force of the agreement between the EEC and the Swiss Confederation and the additional agreement on the validity for the principality of Liechtenstein, of the agreement between the EEC and the Swiss Confederation.

Regulation (EEC) No. 2841/72 relating to safeguard measures provided for in the agreement between the EEC and the Swiss Confederation. (*Journal Officiel* No. L300, December 31, 1972)

Regulation (EEC) No. 420/73 establishing Community supervision of imports of certain products originating in Switzerland. (*Official Journal* No. L61, March 7, 1973)

EEC/Iceland

Information regarding the date of entry into force of the Agreement between the EEC and the Republic of Iceland. (*Official Journal* No. L59, February 5, 1973)

EEC/Portugal

Regulation (EEC) No. 418/73 establishing Community supervision of imports of certain products originating in Portugal. (*Official Journal* No. L59, February 5, 1973)

Further information

From January 1, 1973, the *Official Journal* is available in English and may be obtained from HMSO. The *Journal Officiel* No. L300 dated December 31, 1972, is also available (in French) from HMSO. The authentic English texts of the Agreements and related documents referred to above will be published in the 'Special Edition' series of the *Official Journal of the European Communities* and a further notice will be published when these are available.

Inquiries on this and the earlier notices referred to above should be addressed to:

General information
Department of Trade and Industry
Commercial Relations and Exports Division 3 tel. 01-222 7877
Austria ext. 2338/2339
Sweden ext. 2305
Denmark ext. 3015
Iceland ext. 3015
Portugal ext. 2340/2341
Switzerland ext. 2340/2341

Origin rules
Tariff Division: tel. 01-222 7877 ext. 2713/2750

Current rates of duty and levies—except UK
Export Services Division, OTAR Section tel. 01-248 5757 ext. 458/459/460/461

Documentation
Customs and Excise tel. 01-626 1515 ext. 2412/2385

Import levies into the UK
Ministry of Agriculture, Fisheries and Food tel: 01-839 7711 ext. 641

(*continued on next page*)

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NEW EC LEGISLATION
continued

EEC/SPAIN AGREEMENT—TARIFF QUOTAS: The *Official Journal* No. L59, February 5, 1973 contains the texts of the following Regulations:

Regulation (EEC) No. 423/73 opening, allocating and providing for the administration of a Community tariff quota for dried figs falling within subheading ex 08.03 B of the Common Customs Tariff, originating in Spain and imported in immediate packings of a net capacity of 15 kg or less.

Regulation (EEC) No. 424/73 opening, allocating and providing for the administration of a Community tariff quota for dried grapes falling within subheading ex 08.04 B I of the Common Customs Tariff, originating in Spain, imported in immediate packings of a net capacity of 15 kg or less.

Regulation (EEC) No. 425/73 opening, allocating and providing for the administration of a Community tariff quota for Jerez wines falling within subheading ex 22.05 of the Common Customs Tariff, originating in Spain.

Regulation (EEC) No. 426/73 opening, allocating and providing for the administration of a Community tariff quota for Malaga wines falling within subheading ex 22.05 of the Common Customs Tariff, originating in Spain.

Regulation (EEC) No. 427/73 opening, allocating and providing for the administration of a Community tariff quota for wines from Jumilla, Priorato, Rioja and Valdepenas falling within subheading ex 22.05 of the Common Customs Tariff, originating in Spain.

EDB ext. 7174/408

EEC/TURKEY AGREEMENT: The *Official Journal of the European Communities* No. L59, dated February 5, 1973 contains the texts of the following:

Regulation (EEC) No. 428/73 on the application of Decisions Nos. 5/72 and 4/72 of the Association Council provided for by the Agreement establishing the Association between the EEC and Turkey.

Decision No. 5/72 of the Association Council on methods of administrative co-operation for implementation of Articles 2 and 3 of the Additional Protocol to the Ankara Agreement.

Decision No. 4/72 of the Association Council on the definition of the concept of 'originating products' from Turkey for implementation of Chapter I of Annex No. 6 of the Additional Protocol to the Ankara Agreement.

Regulation (EEC) No. 429/73 making special provisions for imports into the Community of certain goods coming under Regulation (EEC) No. 1059/69 and originating in Turkey. The products concerned fall within Common Customs Tariff heading Nos. 17.04, 19.01, 19.02, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 29.04, 35.05, 38.12.

EDB ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* No. L62 dated March 8, 1973, contains the texts of the following Decisions:

Decision No. 73/17/EEC authorising the Federal Republic of Germany not to apply Community treatment to asparagus prepared or preserved otherwise than by vinegar or by acetic acid falling within heading No. 20.02 D of the Common Customs Tariff, originating in Taiwan and in free circulation in the other Member States.

Decision No. 73/18/EEC authorising the French Republic not to apply Community treatment to fruit (whether or not cooked), preserved by freezing, not containing added sugar falling within heading No. 08.10 of the Common Customs Tariff, originating in Brazil and in free circulation in the other Member States.

Decision No. 73/19/EEC authorising the Italian Republic not to apply Community treatment to concentrated orange juice falling within heading No. ex 20.07 of the Common Customs Tariff, originating in Morocco and in free circulation in the other Member States.

EDB ext. 7174/408

RULES OF COMPETITION: The *Journal Officiel des Communautés Européennes* No. L303 dated December 31, 1972, contains the texts of the following Decisions on the application of Article 85 of the Treaty of Rome to a number of agreements:

Decision No. 72/468/CEE on the notification under Reference IV/581 of the agreement 'Cementregeling voor Nederland—1971'.

Decision No. 72/474/CEE on the notifications under reference IV/243, 244, 245 by SA Cimenterie Belge—(Cimbel).

Decision No. 72/478/CEE relating to Vereniging van Groothandelaren in Sanitaire Artikelen (GISA) of The Hague—reference IV/89-26349.

Decision No. 72/480/CEE relating to WEA-Filipacchi Music SA —reference IV/26992.

Inquiries about these Decisions should be made to Fair Trading 2(b), Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. (tel. 01-222 7877 ext. 2092)

TEMPORARY SUSPENSION OF IMPORT DUTIES—CORRECTION: *Trade and Industry*, February 15, 1973 (pages 329-333) contained a notice about two Regulations partially or totally suspending the Common Customs Tariff duties on a number of products. The following Corrections should be made to the text of this notice:

Regulation (EEC) No. 2724/72: The date in the second line should read 'January 1 to December 31, 1973'

Regulation (EEC) No. 2725/72: List 1, CCT heading No. 85.01 (page 330) should read: 85.01 Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors.

EDB ext. 7174/408

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all businessmen. First published in 'Trade and Industry' they are now available in booklet form.

'Britain and the EEC', revised in September 1972, includes an explanation of the transitional arrangements for industrial tariffs, an outline of the EEC rules of competition, a summary of DTI sources of assistance in developing exports to the enlarged Community and an important article about the secondary legislation of the EEC. In the latest reprint, an article summarising the provisions of the free trade agreements signed between the EEC and certain EFTA countries has also been included.

'Britain and the EEC' is a continuing series and a number of articles have appeared since the publication of the booklet. These are:

Company law provisions of the European Communities Act.
Europe for small firms: The first impact.
Anti-dumping and the EEC.

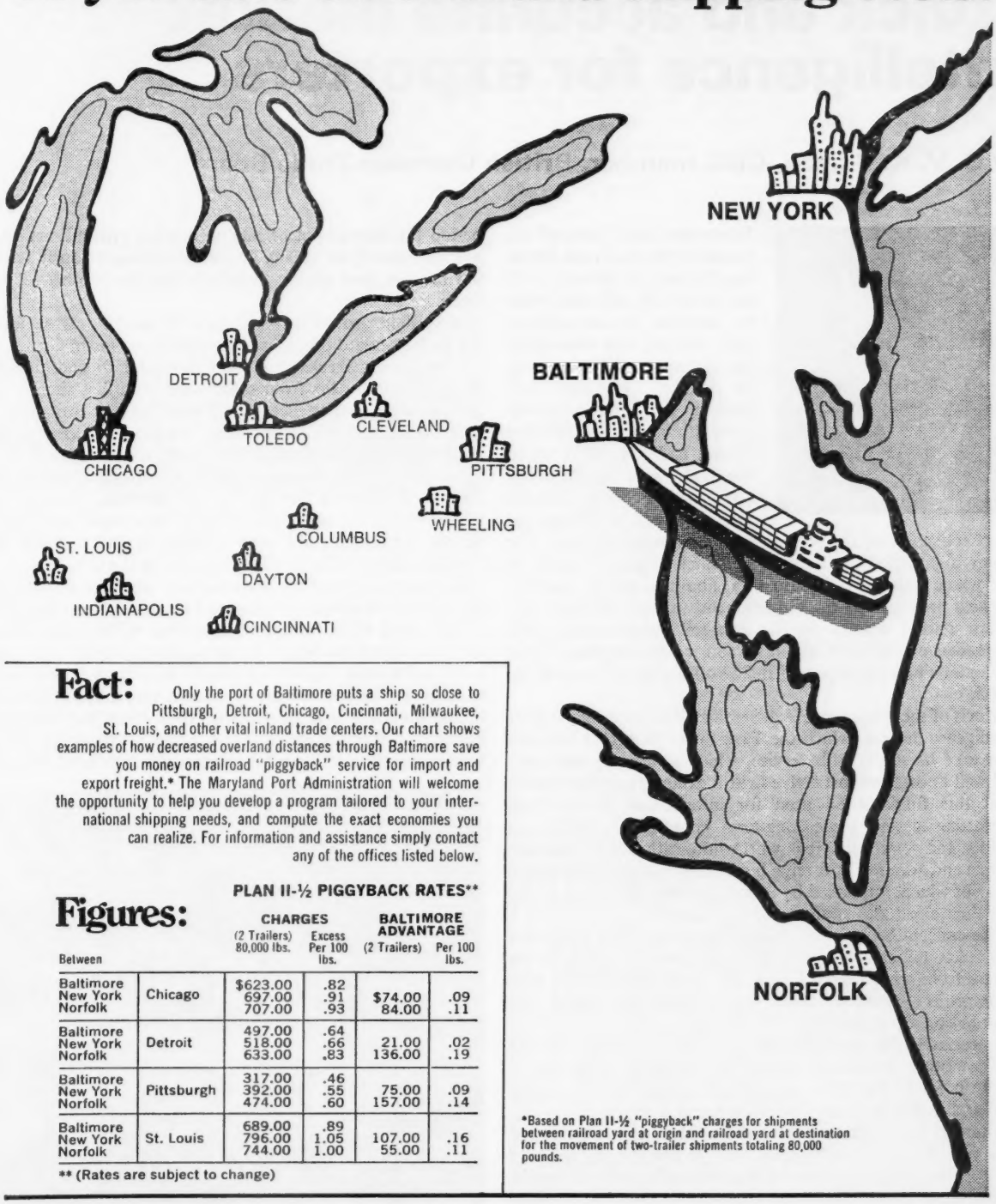
The articles in 'Preparing for Europe' show how British firms in a cross-section of industries are gearing themselves for the enlarged European Community. These firms which are situated all over Britain have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and roadsweepers. Some have anticipated entry for several years and are now consolidating their position. Others are turning their attention to Community markets for the first time, or are preparing a big push to gain a firmer foothold.

The principal benefits each firm most looks forward to also differ. Some look to the opening up of new markets with the removal of prohibitive tariffs. Others to opportunities for volume production for a mass market or to opportunities for expansion and specialisation. Some anticipate psychological benefits which would make their products more acceptable and less 'foreign'.

But all the firms have one thing in common—the conviction that the enlarged Community holds new and exciting opportunities for them and that success will not come to he who waits but to he who makes careful preparation.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877, ext. 3591 for publications; extensions 2377, 3579, 2479 or 2480 for questions on EEC matters.

Baltimore. Closer to inland markets. So you save on overland shipping costs.



Fact: Only the port of Baltimore puts a ship so close to Pittsburgh, Detroit, Chicago, Cincinnati, Milwaukee, St. Louis, and other vital inland trade centers. Our chart shows examples of how decreased overland distances through Baltimore save you money on railroad "piggyback" service for import and export freight.* The Maryland Port Administration will welcome the opportunity to help you develop a program tailored to your international shipping needs, and compute the exact economies you can realize. For information and assistance simply contact any of the offices listed below.

Figures:

PLAN II-½ PIGGYBACK RATES**

Between		CHARGES (2 Trailers) 80,000 lbs.	CHARGES Excess Per 100 lbs.	BALTIMORE ADVANTAGE (2 Trailers)	BALTIMORE ADVANTAGE Per 100 lbs.
Baltimore	Chicago	$623.00	.82		
New York		697.00	.91	$74.00	.09
Norfolk		707.00	.93	84.00	.11
Baltimore	Detroit	497.00	.64		
New York		518.00	.66	21.00	.02
Norfolk		633.00	.83	136.00	.19
Baltimore	Pittsburgh	317.00	.46		
New York		392.00	.55	75.00	.09
Norfolk		474.00	.60	157.00	.14
Baltimore	St. Louis	689.00	.89		
New York		796.00	1.05	107.00	.16
Norfolk		744.00	1.00	55.00	.11

** (Rates are subject to change)

*Based on Plan II-½ "piggyback" charges for shipments between railroad yard at origin and railroad yard at destination for the movement of two-trailer shipments totaling 80,000 pounds.

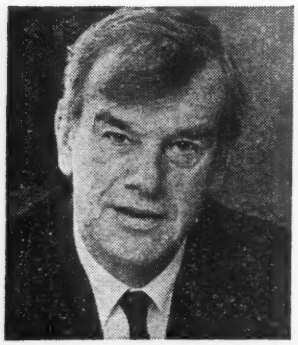
THE WORLD PORT OF **Baltimore**

LONDON, ENGLAND, EC2Y-5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst. Mgr.; Moor House, 119 London Wall: 01-638 8330; Cable BALTPORT • BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr.; H. Frank Vonderach, Asst. Mgr.; Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05; Cable MARPORT

Maryland Port Administration/19 S. Charles St./Baltimore, Maryland 21201

Quick and accurate market intelligence for exporters

by G. V. K. Burton, CBE, member, British Overseas Trade Board



WHEN the Task Force of the British Overseas Trade Board was formed in January 1972 its terms of reference were to examine, in consultation with industry and commerce, the objectives of Government in relation to export promotion and the resources currently available. Between March and May 1972 we in the Task Force launched and completed a rapid inquiry into the views of business on the effectiveness of the present trade-promotion services. The survey highlighted the importance which exporters attach to the whole range of information about overseas markets business provided by the Government's export services. This covers market reports, tariffs, hard-sell opportunities, calls for tender, etc, most of which is reported by members of the Diplomatic Service employed in 220 offices spread around the world.

Much of the intelligence is disseminated through the Export Intelligence Service, which the Task Force looked at it in the course of its study. This service, which is now 2½ years old and well known to most active British exporters, is designed to meet this fundamental need for information on hard-sell opportunities and more long-term commercial intelligence rapidly and selectively. It is worth noting that it is also well known and admired by foreign business men and governments, many of which, impressed by Britain's pioneering efforts, have sent their experts to study it.

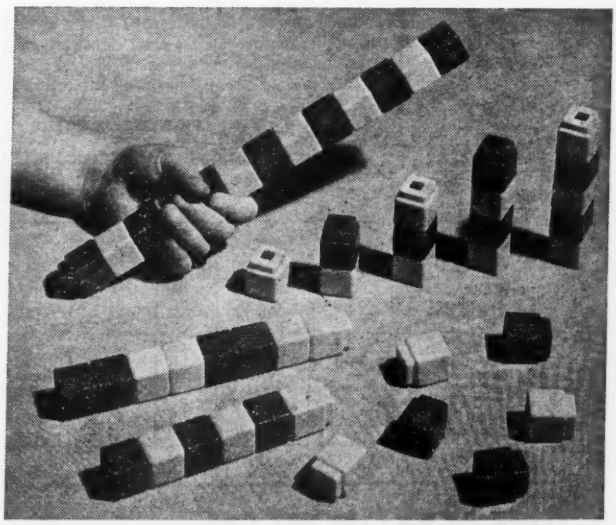
The concept behind the EIS is a simple one. The subscriber is asked to tell us which of 16 different types of intelligence he wants, from what markets, and, of course, the relevant products/projects/services. These requirements are coded and recorded on a computer file. The intelligence reaching the EIS is processed in the same way, and each night it is compared with the computer record of subscribers' interests. Whenever a match is found the result is recorded, printed on to a notice card and posted by first-class mail the next day.

There is no doubt that the Export Intelligence Service has been a success. It is still young and yet has already achieved 5,700 subscribing exporters—1,500 more than did its predecessor, the *Export Service Bulletin*, in its heyday. In that same period the throughput of intelligence has grown from 40,000 notices annually to 52,000. Projections are notoriously suspect, but there is good reason to believe that this growth will continue.

A straight growth in numbers is of course only significant if a high standard of quality is achieved and maintained. Careful monitoring checks show that the standard and quality of the information, far from suffering, has in fact risen in proportion to the experience gained over the past two years.

It would be foolish to pretend that the EIS has achieved a state of perfection. Of course it has not. Our survey of exporters views showed that there is a high degree of satisfaction with the Export Intelligence Service. It also showed, however, that exporters having tasted the benefits of a rapid and selective service are looking for even speedier service and for more precision both in the classification and in the text.

A variety of steps have been taken or are in hand to speed up the notices. In particular more and more use is made by Posts of telex and cable for the transmission of the intelligence to London. There can be no doubt that time available for action is not infrequently short and sometimes extremely so in regard to Calls for Tender. We are of, course, very much in the hands of the inquiring organisations in these cases, but continuous attention is directed to ways and means of obtaining and disseminating the details to the interested subscribers. When the



The successful Unifix structural maths material, manufactured by Philip and Tacey Ltd. one of the largest companies in the teaching-aids business. Subscribers to the Export Intelligence Service since its inception, they have used EIS leads to break into the Italian market with an excellent agent. A substantial initial order has been followed by continuous worthwhile business. An agent has also been found to cover the southern half of the United States, and another has been appointed in Chicago.

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.

A floating 35 ton crane bound for Cuba and similar to the 16 ton cranes that Clarke Chapman—John Thompson Ltd. are supplying to Poland are as a result of a contract made via the EIS. A contract for two cranes was negotiated last year. Subsequently invited to tender for other cranes, the company had taken orders worth £1,361,000 by the end of the year. 'We have laid firm foundations for many future opportunities,' says the company, 'and the EIS performs a very useful service.'

time available for tendering is extremely short exporters are informed by telephone.

The product classification was revised early in 1972, and this has already led to some very marked improvements in the precision of the intelligence. But we are not satisfied on this count yet, and a further major revision is being made during 1973. Work on this has already started, and subscribers have been invited to offer suggestions. Additionally more attention is being directed to ensuring that the text of the notices themselves is as full and precise as is reasonably possible.

The proof of the pudding is in the eating. There can certainly be no doubt that membership leads to positive action. A recent sample survey carried out by our commercial staff in several of our main overseas market showed that at least 70 per cent of the opportunities reported gave rise to a response by one or more British exporters. And it showed that success, already achieved or very much in prospect, occurs in some 25 per cent of the cases. This is surely a good result in anyone's language. These bare bones of statistics, though very real and significant, do not convey on their own the flavour of success. But, as the illustrated examples show, the benefit to UK exporters can be considerable.

The benefits of the EIS are not confined to these immediate hard-sell opportunities. It also puts out market pointers—early whispers about proposed large projects—about opportunities for joint ventures with overseas firms, about changes in overseas tariffs and other import regulations. These, together with the market reports and a variety of other information, provide a reliable backcloth against which the exporter can plan his strategy. And a very real but perhaps less obvious benefit stems from the information that the registration of all exporters' interests makes available to the BOTB and hence enables us to steer our own efforts accordingly.

The EIS has a number of developments in hand, but there remains one very decisive improvement which I and my colleagues in the British Overseas Trade Board would like to see.

The service is a good one and we hope it will become even better. It is an ideal method of providing valuable intelligence on a tailor-made basis to British exporters. Although the existing coverage is wide, there still remains a not insignificant number of exporters who could benefit from the service.

We are anxious that this growing fund of high-quality intelligence which is gathered by what is perhaps the most efficient overseas commercial organisation in the world shall be exploited to the full by British exporters—so much so that we have decided that those exporters not yet in the scheme shall be able to test it at no cost to themselves. We have accordingly arranged that, during 1973 a three-month free trial shall be offered to them. If you would like to know more please write to Export Intelligence Service, Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU or telephone 01-248 5757 ext. 430 or 556. Alternatively you may get in touch with your normal contact in Export Services and Promotion Division or in the Export Section of the DTI's Regional Offices. I am sure you will agree that seeing is believing.

DTI Ministers to visit the Far East

THE Secretary of State for Trade and Industry, Mr. Peter Walker, will leave London tomorrow (March 23) for a 10-day tour of China, Hong Kong and Singapore.

This will be the second in a series of overseas visits by the Secretary of State (he visited Canada and the United States last month and will be going to Russia in April). The trip has three principal objectives:

1. To explore at first hand the prospects for British exports to the countries concerned. Mr. Walker believes that Far Eastern markets are going to enjoy a period of rapid growth and he is anxious that British industry takes full advantage of the opportunities;
2. To discuss with the Chinese Government opportunities for a higher level of trade between the two countries;
3. To be present at the opening of the British Industrial Technology Exhibition which is being held in Peking from March 26 to April 7.

Mr. Walker will be accompanied during his visit to Peking by Mr. Heseltine, Minister for Aerospace and Shipping, who will also be visiting Hong Kong.

Sir Hugh Fraser, chairman of the House of Fraser, receives The Guardian Young Businessman of the Year award from Secretary of State for Trade and Industry, Mr. Peter Walker, at a Mansion House lunch last week. The silver trophy is awarded to the outstanding top executive under the age of 45 who has made a significant contribution to business, not only at a personal level, but also in the national context.

February trade figures: 'Britain is seizing opportunity'

—Mr. Peter Walker

MR. Peter Walker, Secretary of State for Trade and Industry, commenting on the February trade figures published on March 15 (see page 626), said:

'February's record figure confirms the strongly rising trend of UK exports. UK exports for the first time reached £900 million. So far this year the monthly rate has been 15 per cent higher than during the second half of last year.

'The British economy is expanding fast, and this is shown by the 20 per cent increase in imports of raw materials in January and February of this year by comparison with the second half of last year and the welcome upturn in investment is demonstrated by the 14 per cent increase in imports of machinery.

'British industry is seizing these days of opportunity and the results are evident—production 7 per cent up, unemployment a quarter of a million down and now increased investment and record order books.

'We must see that our export drive continues and that we take the fullest advantage of the new opportunity in Europe, the current growth in the American economy and the fast emerging markets of South America and the Far East.'

'Algeria a country on the move'

—Lord Limerick

'ALGERIA is a country on the move with a considerable economic strength through her natural resources and the abilities and the will of her people,' Lord Limerick, Parliamentary Under Secretary of State for Trade, said in London on March 13.

Addressing the London Chamber of Commerce Seminar on Algeria, Lord Limerick said that his own visit in July of last year had certainly firmly impressed this on his mind.

'How many other countries can say that they have published a Development Plan and carried it through against all odds? How many other developing countries can say that they have closed the gap between themselves and the developed world? How many can say, with confidence, that by the 1980s they will be amongst the most economically powerful countries in Africa and the Middle East?

'All of these questions Algeria can ask of herself and answer "yes."

'Algeria is and will remain for some years to come a country where the opportunities for co-operation in her development are many; in particular one thinks of the vast investment of the past few years in the oil and gas sectors. Investment which will continue both in these areas and in other sectors of the economy, such as agriculture and communications. Yet outside of a few British companies in the oil, gas and construction sectors, how many can say that this is a market of which they have experience? Too little is known of Algeria and she remains to many British firms a closed book—a closed book which must be opened and studied both carefully and quickly.

'Maybe some firms still labour in the belief that the market is a closed one where France has all the advantages. To you I say examine the statements of the Algerian Government laying down the philosophy of diversification; look at the trade figures which show that Anglo/Algerian trade has risen from £26 million in 1968 to £57 million in 1972 with UK exports in the same period increasing eight-fold to £34 million; look at the continued and increasing interchange of visitors between our two countries. Above all, look at today's Seminar for what it is, an act of co-operation.

'In conclusion, I think it is true to say that there is no reason why our trade with Algeria should not continue to climb rapidly.'

A seminar on Algeria last week, organised by the London Chamber of Commerce, attracted an attendance of about 250. The Algerian Ambassador, Monsieur Lakhdar Brakimi (centre) and Lord Limerick, Parliamentary Under-Secretary of State for Trade (left), one of the speakers, are seen with Mr. R. G. Partridge, chairman of the chamber's Middle East and North Africa section.

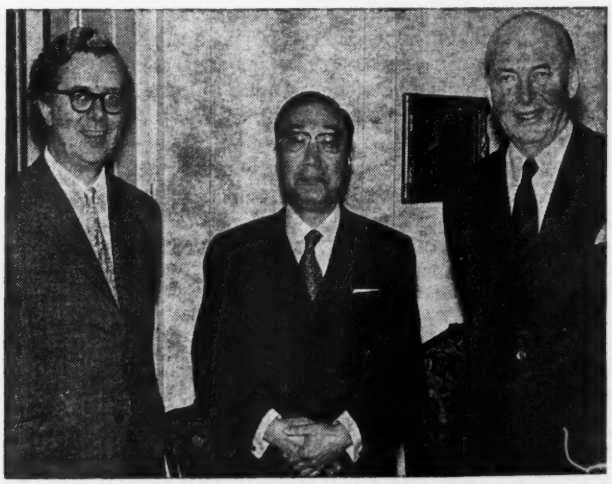
Awards to smaller manufacturers

As its last public act, the British National Export Council last week made its Awards to Smaller Manufacturers. Five companies employing under 200 people received awards for export achievement, and five others received Certificates of Merit. Fifty-nine companies entered for the 1972/73 Awards.

Announcing the winners, BNEC chairman Sir Peter Allen said the British Overseas Trade Board had agreed in principle to make the Award available for the next two years. Organisation would be by the Association of British Chambers of Commerce in conjunction with BOAC.

He also said the BNEC's remaining funds would be used to improve the standard of teaching of international marketing in British business schools by establishing a series of teaching fellowships with the Foundation for Management Marketing.

Winners were Associated Instrument Marketing Ltd. of Streatham (visual display and communications systems); Banyard Metalheat Ltd. of Bournemouth (electrical induction-heating installations); Arthur Morgan (Engineers) Ltd. of Bloxwich (electrical conduit fitting and accessories manufacturers); J. and S. Sieger Ltd. of Poole (gas and vapour alarm systems); and Sonicaid Ltd. of Bognor Regis (ultrasonic medical and industrial equipment).



Mr. T. Matsuo, Vice-President of the Marubeni Corporation and director of the Japanese Machinery Importers Association pictured with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs and BOTB president (left), with Lord Thorneycroft, BOTB chairman. Mr. Matsuo led the Japanese mission to this country which ended last week.

EXHIBITIONS and FAIRS

First environment exhibition held in Australia

From H. A. Boyd, British High Commission, Sydney: The first major environmental exhibition and conference in Australia was held at the Royal Agricultural Showground, Sydney, recently. The timing was particularly appropriate as all Australian States had enacted or were in the process of enacting new environment-control regulations and strengthening existing ones.

Over 100 exhibitors took part, with national exhibits being provided by the United Kingdom and Sweden. British participation was organised by the Building Centre, London in conjunction with the British Overseas Trade Board. The following British companies participated in the Joint Venture: Dust Control Equipment Ltd., Fisons Ltd., Flaregas Engineering Ltd., George Kent Ltd., Mass Transfer Ltd., Steam Vacuum Extraction Ltd. and John Zinc Ltd. The British Council had on display some 370 books and periodicals on pollution and environment.

The British stands were well designed, and the overall effect produced considerable favourable comment. All British exhibitors expressed satisfaction with their participation and considered it to be well worthwhile.

The three-day conference was attended by 800 delegates from all states in Australia. The calibre of those attending was high, reflected in the number of promising inquiries which were made by delegates from Government departments, municipal authorities and industrial organisations. Two papers were presented by British speakers.

Attendance at the exhibition was satisfactory, particularly when the number of serious inquiries is taken into account. Public interest was high, and there was also a considerable number of school parties.

Record buyer attendance at New York Show

From G. W. Gould, British Trade Development Office, New York: In New York at the beginning of March one British jewellery manufacturer received proforma orders from two major United States retailers either of which would involve the immediate expansion of production facilities. Another manufacturer—of hand-made pottery animals—earned orders which will absorb his total production for next 9-12 months. Both firms were exhibitors at the New York Gift Show and among a group of nine British Joint Venture participants sponsored by the City of Westminster Chamber of Commerce and supported by the British Overseas Trade Board.

The British group was housed in pleasing and well lit stands which attracted many complimentary remarks from visitors.

Although there was some holding back by importers waiting to see the full effects of the dollar devaluation, most of the firms taking part in the Joint Venture reported good results. Buyers attending the show—a record attendance of over 31,000—were in many cases concerned more with quality than with price, and there was a noticeable tendency for shoppers for 'executive gifts' to consider relatively expensive 'prestige' lines.

Many of the nearly 900 American exhibitors were showing British goods, and as in previous years sterling silver, silverplate, pewterware, glass paper-weights, brass giftware, and china cups and saucers were prominently displayed and received a good share of buyer interest.

The next New York Gift Show, scheduled for August 1973, is expected to attract even greater buyer traffic, and additional exhibit space in the New York Coliseum will probably be correspondingly difficult to secure. With this background it is hardly surprising that most of the Joint Venture group expressed a firm intention of returning to take part in the August event.

On the Prinknash Abbey Pottery and Artform Jewellery stand at the recent New York Gift Show. L to r: Mr. William Glading and Mrs. June Glading of Glading Associates, Merchantville, NJ, and Mr. Ken Birch of Prinknash.

British trade information office at Hanover

At this year's Hanover Fair (April 26-May 4) there will be an official British Trade Information Office in the Internationaler Treffpunkt, room 34-35 in the Mittelallee.

It will be manned by members of the Commercial Section of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

There will also be a representative of the British Information Services available from April 16 until May 4 who will assist those requiring advice on press and TV matters. Contact with the representative from April 16-24 may be made through the British Consulate-General (Tel. Honover 0511-27641).

This office will receive trade inquiries from buyers and agents, maintain close links with the Department of Trade and Industry and assist British exhibitors with their commercial activities.

Should you wish to contact this office, the telephone number is Hanover 89-3211/12 with effect from April 25. The telex number is 9248323 and the answer back is brgr d. The British Consulate-General, Hanover, also has telex facilities; the number is 923263, answer back bcghn d.

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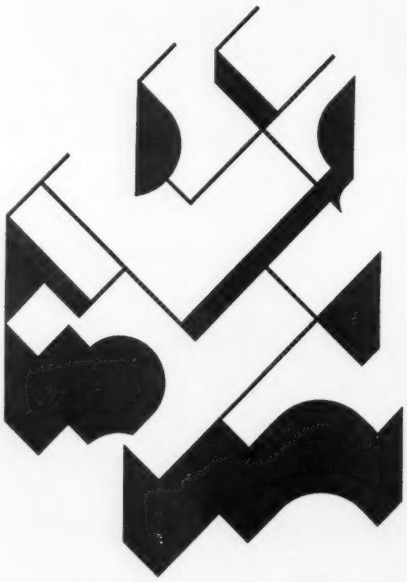


Having celebrated its fiftieth anniversary Milan Fair is setting its sights on new and more ambitious targets.
Meanwhile Milan's last « Great Fair » cycle, which takes in the Fair of April 1972 and the 44 specialized trade shows held during the previous twelve months, shows the following totals: exhibition days 271 ☐ exhibitors 26,622 ☐ display sites and premises 1,851,540 sq.m. ☐ 90 countries sending exhibitors ☐ 76 countries officially participating ☐ over 4 million visitors representing 138 countries of all continents.
The Advance Catalogue, listing 80% of all exhibits shown at the big April Trade Fair, is available every year as from February 1st. Its detailed index of commercial items is in Italian, English, French, German and Spanish.
Plan a visit to Milan Trade Fair, and make sure of coming to the specialized trade show that covers your line of business.

Visitors' Cards and information from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 20 Savile Row, London W1X 2DQ ☎ 01-734 2411.

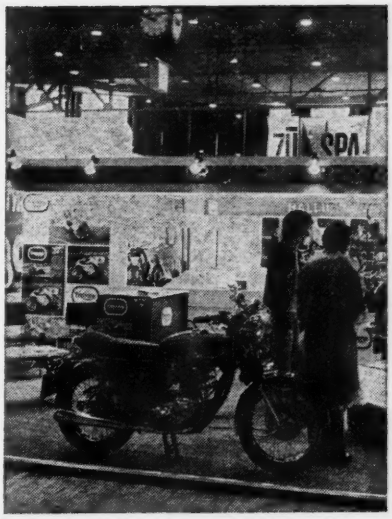
Opportunities for two-wheelers in Zurich . . .

From K. G. Birch, British Consulate-General, Zurich: For the fourth time in succession, members of the British Cycle and Motorcycle Industries Association exhibited their products at the International Cycle and Motorcycle Exhibition in Zurich earlier this month.

The British stand, with an area just under 200 sq. m., was well designed and got favourable comment. Seven members of the industry took part, while the information stand was ably staffed by the Association.

The British was the only national stand at the exhibition. The show was housed in five halls with an area of 13,000 sq. m, and included exhibits from almost all of Western Europe, Finland, Sweden, Japan, Czechoslovakia, Spain and the United States. Some 66,000 visitors attended the show, an increase approaching 14 per cent over the previous exhibition.

The well known names of Triumph, Norton Villiers Europe Ltd., Raleigh Industries and Sturmey Archer Ltd. were to be seen on the British stand, together with two newcomers, W. R. Pashley (with their adult tricycle), and Trusty (with their range of children's cycles), who created a great deal of public interest. Many British products were shown by Swiss firms, including crash helmets, leather riding outfits and boots.



The Triumph section at the Zurich cycle show, where Britain's was the only national stand.

As the exhibition closed, satisfaction was expressed by British representatives at the way things had gone. In one case an agency agreement had been reached, in another there was every prospect that an agreement would be entered into with a prominent Swiss importer. In a promising market for two-wheeled transport there is every chance for a British manufacturer able to supply.

. . . and among the cyclists of Holland

From B. R. Drescher, British Embassy, The Hague: Tweewieler RAI, an international exhibition covering cycles, motorcycles and sidecars, mopeds, powered three-wheelers for passengers and goods, invalid cars, associated parts and accessories, was held at the RAI Exhibition Centre in Amsterdam recently.

Some 128 exhibitors occupying an area of 18,000 sq. m. displayed products from 17 countries. There were 111,470 visitors compared with 74,970 in 1968, the last time the show was devoted solely to these products.

Ten firms participated in a British Joint Venture sponsored by the Cycle and Motocycle Association in conjunction with BOTB. All had received a good number of serious inquiries and were satisfied with the results.

The enthusiasm and knowledge shown by the Dutch public greatly impressed the British exhibitors. This applied particularly to cycles; in this sector the Netherlands may be regarded as a 'market of connoisseurs' in which appreciation for quality and innovation is high. Cycles are used extensively by all age groups—70 per cent by people over 14. Total sales last year passed the million mark. It is estimated that 5 million bicycles are used daily.

There is a growing tendency for young people to discard their cycles and buy motorcycles on reaching the age of 18, when they are allowed by law a licence to ride one. Motorcycle sales rose from 3,835 in 1970 to 7,867 in 1972 and are expected to pass the 10,000 mark this year. The most popular models are still in the 250cc to 350cc range, but there is a marked growth in demand for more powerful motorcycles, a sector in which Britain has a good reputation.

Dutch enthusiasm for cycles and motorcycles impressed British exhibitors at the Tweewieler exhibition held in Amsterdam earlier this month.

Hardware firms optimistic of Cologne results

From Hilda Mock, British Embassy, Bonn: Some 21,000 trade visitors (of whom 5,900 were foreign) from 51 countries visited the International Hardware Fair, Cologne this month. Compared with 1972, this represented an increase of 20 per cent of foreign and 4 per cent of German visitors.

With 46 manufacturers, Britain supplied one of the largest foreign contingents. They were split into three groups on Joint Venture stands sponsored by their trade associations: the Federation of British Hand Tool Manufacturers, the Federation of Garden and Leisure Equipment Exporters, and the Hardware Manufacturers Association in conjunction with BOTB.

The goods displayed by the British exhibitors attracted more attention from German buyers, as at previous occasions. This was not only attributed to the much welcomed entry of Britain into the EEC, but also to the fact that prices for German-manufactured goods in these branches of industry have steadily increased over the past years (this year between 5 and 6 per cent), with further price increases expected, in particular for steel, in the middle of this year.

This has made foreign products more competitive and more attractive to the German buyer. In the hand tools as well as in the hardware section, most of the British exhibitors regarded the result of their participation in this event as highly successful.

One British manufacturer of hand tools reported that if all inquiries he received during the fair would materialise then his participation would be worth £100,000 in orders. Another exhibitor in the British hardware section commented: 'This is a first-class fair. We have received firm orders in the amount of £3,000, but more important, numerous good inquiries. It is an absolute must for us to show in Cologne.'

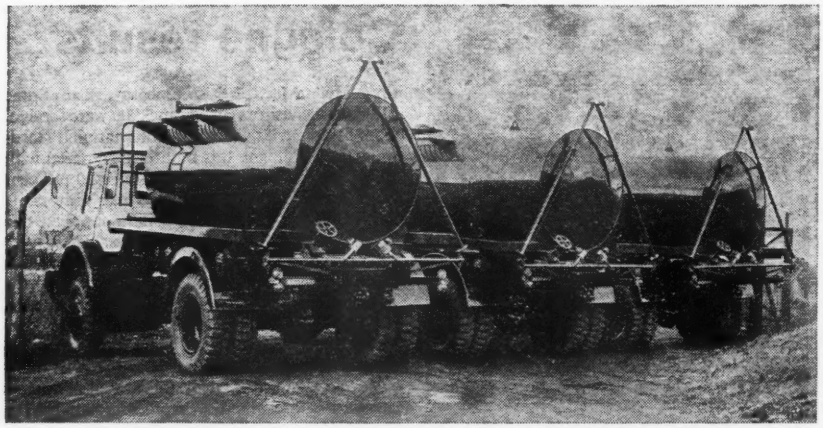
Horticulturalists disappointed

Not quite unexpected but nevertheless disappointing was the result of the participation of the horticultural equipment group. The dates of the hardware fair are too late for buying in this branch of industry, with most of the ordering having been done in autumn of last year.

For this reason it is rather unlikely that the group under the wings of Gardenex will decide to attend the Cologne spring fair in future; their efforts will be concentrated on the autumn event, which in previous years has proved highly successful. As one British exhibitor of horticultural equipment expressed it: 'It could be a very bleak report but we are always optimistic and looking at the bright side—which is taking all our orders at the Cologne autumn fair.'

However, things were not all as bleak as this. Roberts Electrical Co. Ltd., who had previously been showing in Cologne for four years and who had then given it a miss for two years, were delighted with their success at this fair. They took a number of firm orders—mainly from German buyers—and commented: 'We have had more firm interest this time than we have had before, indeed more interest than we have had altogether at the previous shows in which we have participated. It seems as though both the German public and the German garden centres are now asking about greenhouses and the various forms of equipment, and this is backed by our distributor who finds he is getting the same interest in his office. It should be a very good year for anybody exporting greenhouses and equipment.'

EXPORT BUSINESS



A Yorkshire company is playing an important role in helping to establish an international highway through one of the world's most inaccessible countries—Nepal. This highway will eventually link Istanbul and Singapore. Yorkshire Vehicles Ltd. is supplying five water tankers to the Department of the Environment for onward shipment to Nepal as part of the UK aid programme to the highway project. The tankers will have a dual function: providing water for use in the construction of the road and as a supply for human consumption. The tankers, each of 1,200 gallons capacity, are fitted with gravity fed sprinkler roses at each end of a 20 ft. bar mounted at the rear.

British adhesive for gold-leaf pagoda

A SPECIALLY-developed British resin is being tested against monsoon conditions on the venerable Shwedagon Pagoda in Burma. This follows an inquiry to the London headquarters of the Colebrand organisation, from the Department of Trade and Industry, asking if they could prepare a sample of adhesive which would be suitable for fixing 2 in. square gold-leaf panels to the lower half of the building as these were being washed off during monsoons.

It was essential that the adhesive sent should in no way discolour the gold-leaf. Within one week Colebrand technicians had developed a small quantity of a special resin which was airmailed to the British Embassy in Rangoon.

The application procedure required the mixing of two separate constituents which were applied by brush, in a thin layer, to the concrete surface: the gold-leaf was afterwards put on to this layer of epoxy and left to cure.

The Trustees of the Shwedagon Pagoda, at Dagon near Rangoon, have now carried out a series of successful experiments using this technique. But it will be several years before it is proved fully effective against the onslaught of tropical sun, wind and rain.

Orders for Vosper Thornycroft's Portsmouth shipyards

EXPORT orders for fast patrol craft received since the beginning of the year have brought the total order book value of the work at Vosper Thornycroft's Portsmouth shipyards up to the record figure of about £20 million.

In addition to small craft and miscellaneous work, there are now 18 major patrol boats under construction.

Anglo-German consultancy initiative in Indonesia

IN a joint venture with Sir William Halcrow and Partners, consulting engineers and architects of London, Agrar-und Hydrotechnik of Essen, have been awarded the Wampu River Flood Control and Development contract by the Ministry of Public Works and Electric Power of the Government of the Republic of Indonesia, against strong competition from a number of international consultants, including a consortium of Australian and Dutch consultants and also Japanese and Canadian firms.

The consultants will provide the services necessary for investigation, detailed design, supervision of construction and advice on the effective implementation of the project over a period of four years. The project includes dredging of river channels and estuary over a length of some 38 km, with associated dikes and control structures. An irrigation project of 1,600 hectares is to be implemented and reforestation and soil conservation measures are to be carried out.

In Phase I (1973/74) the consultants will take direct control of the investigations and design with the assistance of the Indonesian Project Manager and counterpart team. In Phase II, the consultants will provide assistance and advice in implementing the project, an important aspect of their work being the transfer of knowledge and experience to their Indonesian counterparts. A special loan agreement for the implementation of the project has been signed between the Government of the Republic of Indonesia and the Asian Development Bank.

Baker Perkins' £750,000 US order

Two American orders totalling £750,000 have been won by the printing machinery division of Baker Perkins Ltd. The orders are for two of the company's commercial web offset presses in their Gemini 1200 range. They have been placed by Safran of Detroit, Michigan, and Dittler Bros. Inc. of Atlanta, Georgia.

The press for Safran, who have printing interests both sides of the Atlantic, will be equipped with two folders for handling short run four-colour fast changeover work. The press for Dittler Bros. will have a folder, and a sheeter which is unique as it will be the first ever to handle both long and short cut off sheets 47⅛ inches and 23 $\frac{9}{16}$ inches at the same web speed. Apart from these features both presses are identical being 38 inches wide with a circumference of 47⅛ inches and cruise at 1,200 feet per minute.

As these presses are stock and not custom built, they will be despatched within a short period including the time taken to incorporate items specified by the American purchasers.

First order from Humbrol's new American agents

FIRST order from Humbrol's new American agents, the Model Rectifier Corporation of New Jersey, has left Hull for Liverpool where nearly half a million tinlets of modelling paint are to be shipped on board the SS *Atlantic Causeway*.

Some 250 shades of paint are included in the order: 50 of the company's standard range of enamels; the balance in authentic colours which accurately reproduce military, sailing and scenic colours.

This is one of the biggest single orders in Humbrol's history and it marks the latest achievement in a healthy growth in exports over the last few years: the company now exports to 88 countries.

Lucas Aerospace supplies electric power systems for DHC-7

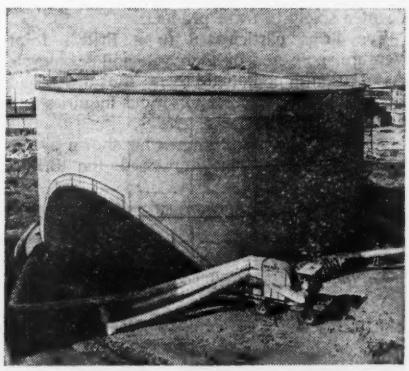
LUCAS Aerospace Electrical Group has been selected to supply the AC and DC electric power systems for the new De Havilland of Canada DHC-7 Quiet and STOL airliner now under active development at Toronto. This is the first time that a British company has been selected to supply the complete electrical system for an aircraft produced on the North American continent, Lucas claims. The first flight of the DHC-7 is scheduled for August 1974.

Each aircraft set will comprise four 7.5 kW, engine mounted, wide speed range DC starter generators, with full control and protection equipment, plus four 10kVA, engine mounted, wide speed range AC generators and control units arranged in a fully interlocked, four channel system.

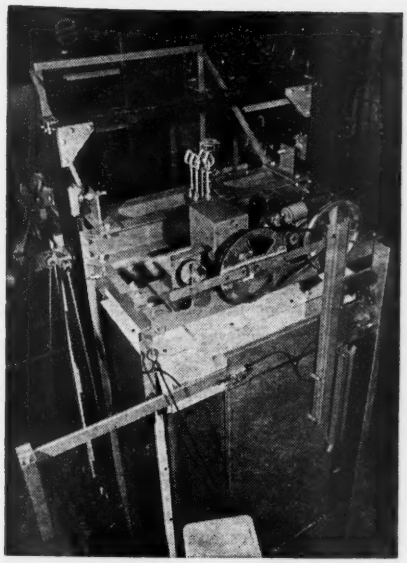
GEC-Elliott computer for GDR

GEC-ELLIOTT Process Automation Ltd.—a GEC-Elliott Automation company—has handed over an on-line computer control system with a total value of £190,000. This system was ordered by Vickers-Zimmer Ltd. for the Chemisfaserkombinat 'Friedrich Engels' at Premnitz in the German Democratic Republic. It has been installed and commissioned on site and successful plant trials carried out.

The functions provided by the system include data logging and process control on a new polyester fibre production plant.



The largest oil-storage tank ever to be moved by hover flotation is being re-sited, with seven other tanks, under a £50,000 contract awarded by Fluor Belgium NV to Mears Construction Ltd., London, in a joint venture with NV Nobels-Peelman, SA, Belgium. The operation involves floating a 620 ton, 175 ft. diameter tank a distance of over 2,000 ft. The re-siting is part of the complete modernisation of the 20-year-old Esso refinery in Antwerp being carried out by Fluor Belgium. The picture shows a similar hover flotation under way in Avonmouth.



One of 84 lifts being shipped to Singapore by Marryat and Scott Ltd., members of the Marryat Group, showing the compact form in which the assembly is crated for export and quick assembly on site—a housing development. The £300,000 contract follows an order for 140 lifts last year on a similar project. The successful completion of the first installation, say Marryat and Scott, helped them to gain the contract for the second phase against world competition.

More Aveling-Barford Centaurs into West German market

AVELING-BARFORD Ltd., the British Leyland construction equipment company, has won orders worth £500,000 from West Germany for their Centaur 40-ton pay-load Dumptruck. One of these machines, to be exhibited at Munich Bauma, March 10-17, on the stand of Distributor Klockner Baumaschinen, Duisburg, is the first of four on order for the Oberburg road building contractor P. L. Hermanns.

Completion of this contract, together with imminent dispatch of three Centaur 40s to Bavarian limestone quarry contractors Fleckinger, will bring the total of these dumptrucks operating in West Germany to 17, all of which have been supplied within the last 12 months.

Acalor exports to Turkey

ACALOR (1948) Ltd. of Crawley have received a £12,000 order from Woodall-Duckham Ltd. of Crawley for the supply of Acalor No. 10 and 10HF to be used as a protective lining in areas where phosphoric acid is manufactured at two fertiliser plants at Yarimca and Iskenderun, Turkey. Acalor are also responsible for training of local labour in the handling of this material.

Acalor (1948) Ltd. of Crawley, Sussex, have recently completed two important contracts in Africa.

At a large confectionery factory in Nigeria, a floor area of approximately 1,500 sq. yd. has been laid, partly with ceramic chemical-resistant tiles, bedded and jointed in Acalor anti-corrosive cements, with the remaining area in Acalor No. 10 monolithic flooring.

The use of Acalor No. 10 as a render to chemical vessels and in areas where traditional brick linings are impracticable is shown in Acalor's contract with the Power Station at Benghazi in its application as a heavy duty protective lining to the effluent treatment tanks, degaser sumps and acid storage bunds containing concentrated sulphuric acid and caustic soda.

Simon-Carves technology for Japan

NIPPON Kokan, Japan, have ordered an annular kiln pellet plant for chrome ore from Simon-Carves' licensees in Japan, Kurimoto Ironworks.

Costing approximately £300,000, the plant will be built in Toyama and is the third annular kiln to be built in Japan for metallurgical applications. Huntington Heberlein, the metallurgical and mineral-processing division of Simon-Carves, will be responsible for design and technical advice as they were on the two previous Japanese plants.

The plant will have a capacity of 140,000 tons a year of chrome ore pellets and commissioning is expected to take place before the end of 1973.

Sperry receive £500,000 orders

SPERRY Marine Systems Division, Sperry Rand Ltd., have received orders valued at well over £500,000 to supply Sperry Gyrofin ship stabilisation systems for four Japanese ships. The orders are comprised of two repeat orders from Nippon Car Ferries, making a total of six for this company, and orders for two ferries from Shin Higashi Nihon.

This makes a total of seven orders from Japan since April 1972 and a grand total of 33 ships' systems since Sperry entered this market in 1969. Of these 33 Gyrofin stabilisation systems, which are valued at £3 million, the last seven orders included heavy machinery manufactured by Sasebo Heavy Industries as Sperry's machinery sub-contractors. The remaining 26 systems were exported from Europe complete, the heavy machinery being supplied by Alexander Stephen Engineering Limited at Glasgow and Cantieri Navali del Tirreno e Riuniti, Genoa, Italy.

Sales were conducted in Japan through Sperry's marine distributors and service agent, Tokyo Keiki Co. Ltd.

Paramount tubes for Russia

FOLLOWING the main contract recently completed by APV-Paramount of Crawley, Sussex, in respect of CS2 furnace coils for delivery to Lwow in Russia, a further spares contract for the supply of centrifugal cast tube and fittings has been awarded by Snia Viscosa of Milan.

The assembly is in special chromium nickel steels to meet the high temperature service requirements of the carbon disulphide plant in Lwow.

During 1972 a contract was placed with APV-Paramount for the supply of over 200 reformer tube assemblies ultimately destined for Mangalore Chemicals and Fertilisers Ltd. in Mangalore, Mysore State, India. Following this main contract, a further order has been placed with APV-Paramount for the supply of spare tube assemblies valued at just over £5,000. The reformer tube assemblies will be incorporated in a 660 tonnes per day ammonia plant which is designed, engineered and constructed by Humphreys and Glasgow Ltd.

On behalf of their associated company, Federation Chemicals Ltd. of Trinidad, Grace Brothers (Machinery) Ltd. of Croydon have awarded a contract to APV-Paramount for the supply of 370 reformer-tube assemblies. These tube assemblies will be used in the revamp of a steam-reformer plant in Trinidad. The contract is valued at about £200,000.

GEC gas turbines for Finland

FOLLOWING an earlier contract, Imatran Voima Osakeyhtio, Finland, have placed a further order worth about £4½ million with GEC Gas Turbines Ltd., Leicester, for four 29 MW gas turbine generator sets. The customer is providing buildings, civils, etc.

The gas turbine generator sets, which will be at Huutokoski, near Varkaus, will have both base and peak-load power generation capability and be able to start without external power sources. Synchronous compensation facility will also be provided.

The gas turbines and associated equipment will be supplied from the works at Leicester, and the electrical generators by GEC Turbine Generators Ltd. at Stafford. Over 90 EA2 gas turbines have been sold, and this order brings the total number of EA2 units sold to Scandinavian countries to 23, with a total capability of approximately 720 MW.

Orders for hydraulic presses

EXPORT orders totalling more than £160,000 for hydraulic presses used in the production of pressed concrete slabs and kerbs have just been won in Canada and Europe by Fielding & Platt, the Gloucester-based member of the Redman Heenan International group of companies pioneers of hydraulically-pressed concrete.

The orders for Canada were obtained in conjunction with the firm's agents, Brooklin Concrete Products of Ontario, and are worth some £100,000.

The European orders, obtained from Facosa of Spain and Sobepre of France, together total more than £60,000.

BICC materials for Bali electrification project

BRITISH Insulated Callender's Cables Ltd. has received orders valued at some £350,000 from Clough Smith Ltd., the electrical contractors, for the supply of materials for a major electrification scheme for the island of Bali, Republic of Indonesia.

The BICC materials ordered include 70kV oil-filled supertension cables, distribution cables, accessories and overhead line conductors.

One of the smaller islands in the archipelago and renowned for its tropical beauty, Bali is being developed by the Indonesian Government as an international holiday resort to promote tourist revenue and the electrification scheme is an essential part of this project.

Record food exports in 1972

BRITISH exports of processed foods reached a record level of £177 million in 1972, according to figures released by the British Food Export Council. This was £11 million higher than in 1971, which was itself a record-breaking year.

Despite this success, there was some disappointment that the earlier forecasts of exports approaching £200 million were not realised. A marked falling off of trade with a number of Commonwealth countries during the latter part of the year, tended to offset considerable gains made in the USA (16 per cent up at £21.5 million), Japan (11 per cent up at £6 million), EEC Countries (9 per cent up at £26 million) and EFTA Countries (8 per cent up at £27 million).

However, the Commonwealth countries, traditionally our strongest markets, took £48 million worth. This contrasts with the situation two years ago when the same markets consumed a good 50 per cent of British food exports.

Simon contract with Italian food company

SIMON Food Engineering, Stockport, have received a £45,000 contract from Motta SpA, Milan, one of Italy's largest food manufacturers, to supply equipment to their factory in Verona.

The contract was won despite keen competition from Switzerland, Germany and Italy, and calls for the design, supply, erection and commissioning of high pressure pneumatic conveying equipment, storage, discharging, blending and weighing equipment.

Commissioning is programmed to take place in September 1973.

Plantmaking orders foreseen

ABOUT £150 million worth of orders a year for the British plantmaking industry should be the direct outcome of the BSC £3,000 million programme. Announcing these figures at a recent press conference, Mr. M. F. Dowding, president of the Metallurgical Plantmakers' Federation, emphasised that the Federation had plans to double this amount by an export drive based on the BSC springboard. He looked forward to a concerted effort by the Government, the BSC, the Plantmakers and the City in tendering for overseas projects as UK Ltd.

The Federation consists of seven associations covering iron and steel-making plant, rolling mill and finishing equipment, electrical equipment and control gear, industrial furnaces—reheating and heat treatment, hydraulic machinery, cranes, and mechanical handling equipment. This means that member companies can undertake everything from unloading the ore and coal to delivering the finished rolled product.

Although the development of steel technology has not been exclusive to any one country, Mr. Dowding pointed out that the know-how and experience existed in the UK to build the most advanced steelworks. He said that in some instances this has meant securing licences for certain items from abroad.

Simplex books big loco orders

EXPORT orders worth more than £125,000 for narrow-gauge locomotives have been placed in recent weeks with Simplex Mechanical Handling Ltd.

The orders cover a total of 38 locos for seven different countries—Indonesia, Malaysia, Sri Lanka (formerly Ceylon), Fiji, Korea, Colombia and Pakistan—and most of them will be used for mining and plantation work. The biggest single-country requirement is from Indonesia, calling for 24 locos ranging from 2½ to 12-tonners. Current production at Simplex includes locos for Chile, Zambia and Tanzania.

Gulton breakthrough in Italy

THE West Instrument Division of Gulton Europe Ltd., Brighton, recently climaxed a year of dramatic growth in exports by capturing a £25,000 order for the new West MC20 modular temperature controller.

This order was placed on behalf of a consortium of Italian plastics machinery manufacturers by Thermel Italiana of Via Masaccio, Florence. The first deliveries are scheduled this month. Gulton claim a significant breakthrough for Gulton into a rapidly growing market where competition among major European and Japanese controller manufacturers is intensifying.

New NMR magnet systems ordered

OXFORD Instruments of Oxford have developed a new series of high-resolution superconductive magnet systems designed particularly for nuclear magnetic resonance (NMR) spectroscopy and already orders for 270 and 360 MHz systems have been confirmed from Europe and the USA.

These magnets are constructed in modular form—a low-resolution system may be upgraded to high resolution at any time by the addition of shim coil stages.

Major contracts for Fenner America

FENNER America, of Middletown, Connecticut, a subsidiary of the Hull-based Fenner group, has been awarded the major share of the Peabody Coal Corporation contract for its Fenaplast coal conveyor belts value $450,000, plus the IBM contract for endless belts for their new office copying machines to a value of $600,000, and a contract for endless belts for Xerox, Canada.

MISSIONS and TOURS

Manchester mission success with Arabian Gulf states

MR. Donald C. Straw, leader of the Manchester Chamber of Commerce and Industry's 15-man trade mission just returned from the Gulf States of Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Sharjah and Oman, said they had come back with a bag full of orders, totalling approximately £370,000 with follow-up inquiries exceeding £1 million.

Mr. Straw said three members of the mission whose firms had not visited the area for a number of years had taken orders in the three-week trip surpassing what they had received in total orders over the past two years.

Goods embraced by the mission included textile piece-goods, electric cables, electrical accessories, television aerials, printed circuits, water and waste water treatment plants, electric motors, foodstuffs, lead-acid storage batteries, abrasives, brake linings, clutch facings, fan belts, stairtread and stairpile, compression-type cable glands, patent medicines and cosmetics, drinking-water coolers and process chillers, defence equipment and marine pyrotechnics.

Bristol mission to South Africa

FOLLOWING its highly successful mission to South Africa in October last year, the Bristol Chamber of Commerce and Shipping, which this year celebrates its 150th anniversary, is sponsoring a further visit to South Africa.

The party of 20 businessmen, who left Bristol on March 3, are the representatives of a mixed group of industries, largely from the West and South of England, whose products include agricultural machinery, brewers and bottlers plant, diamond/sapphire gramophone styli and record accessories, furnishing fabrics, high-conductivity copper products, livestock-control equipment, mechanical handling plant, pressure switches and gauges, printed-circuit resistors and reducers for the electronics industry, time-control and gas-ignition devices, waste-disposal equipments, etc.

The mission is led by Mr. P. A. Hilton, chairman of the Bristol and West Export Association, the export division of the Bristol Chamber.

A regular mission programme is organised by the Chamber which this year includes, in addition to the South African mission, visits to the United States and Canada, as well as to Japan and the Far East. Missions to South Africa, Australia and New Zealand and to South America are provisionally planned for 1974.

More overseas food buyers visit Britain

FOLLOWING a specially arranged sample show recently for the consumer-goods group of the party of 47 Japanese buyers sponsored by the British Overseas Trade Board, the British Food Export Council are continuing their programme of missions of overseas food-buying executives to this country.

Last week saw the arrival of seven top-ranking buyers from supermarkets and stores in the West Indies and Bermuda. The centrepieces of a five-day programme were sample shows of the products of 26 food manufacturers. Additionally visits were made to the manufacturing plants of United Biscuits and Unigate.

From Wednesday, BFEC were hosts to a party of food buyers from France. Again, sample shows dominate the programme, and 33 British companies will be displaying their products. Also included is a visit to the Whitgift Centre in Croydon to see some of Britain's leading food-retailers operating in a prime shopping area.

Two Angus staff in overseas tours

Two Angus Fire Armour export men recently left their Thame, Oxfordshire, headquarters within a day or two of each other but for destinations far apart.

Mr. Geoffrey Nebel is spending seven weeks in India, Pakistan, Burma and Malaysia promoting fire-fighting equipment. He is visiting New Delhi, Bombay, Colombo, Singapore, Rangoon, Dacca, Khatmandu and Karachi, spending time with agents and major customers.

Mr. Harry Gaukroger, area sales manager for Africa, has left for Nigeria. There, he visited the British Industrial Exhibition at Lagos, where the division's agents, Guthrie (Nigeria) Ltd., had a stand.

Scottish mission successful

THE export sales drive to Canada and the United States during February by 21 small firms of Scotland has yielded very successful results, reports the Small Industries Council for the Rural Areas of Scotland (SICRAS). With negotiations still underway, total orders during the mission amount to £200,000 so far.

Mr. William R. V. Percy, marketing officer of SICRAS, said: 'We estimate over the forthcoming year that £500,000 of new business will result from the mission, and there are contracts in negotiation which should substantially increase this figure.'

The group comprised directors or principals of 16 companies. Five other firms were represented by Mr. David A. Ogilvie, chief executive of the Council. Textiles, scientific instruments, jewellery, footwear, industrial equipment, plastic and sea-food products were on offer to commercial buyers, and trade-only exhibitions were held in Halifax and Victoria.

Seen inspecting oil seals in the Halesowen factory at Polypac BAL Ltd., a member company of the Weir Group, are representatives of Poclain, the largest French manufacturer of earth moving equipment and one of Polypac's biggest customers on the Continent. Pictured from left to right are Mr. Malcolm Goody, Polypac's managing director; Monsieur Itier, purchasing director, Poclain; Monsieur Foullounoux, buyer for the prototype department at Poclain; and Monsieur Troalan, buying executive, Poclain. The French executives took the opportunity during their recent visit to inspect Polypac hydraulic seals, which are used in equipment produced by Poclain, as well as to see equipment on which they are produced.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)

London postal districts E, and EC2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)

London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent and Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)

London postal districts of N, EC1, WC1 and 2, County of Hertford and Middlesex (part GLC area only).
H. Watson, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)

London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford

Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northampton.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350.

Belfast

The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham

Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham B15 3DL. Tel. 021-454 4375. Telex 33132.

Bristol

Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, West Berkshire, West Hampshire Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
K. I. Humphrey, Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Edinburgh

The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow

The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds

The counties of York, Durham, Northumberland, and part of Lincolnshire.
W. Ford, Liverpool Victoria House, 8 Otley Rd., Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Liverpool

The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
D. W. Miller, Number One Old Hall Street, Liverpool L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester

Parts of Lancashire, Cheshire and Derbyshire, and all of Cumberland and Westmorland.
J. C. Cawthron, Cheshire House, 18-20 Booth St., Manchester M2 4AJ. Tel. 061-236 8861. Telex 667756.

Nottingham

Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. Nottingham 46585. Telex 37566.

Reading

Counties of Buckinghamshire, Middlesex and East Berkshire.
T. J. M. West, 18 The Forbury, Reading RG1 3EJ. Tel. Reading 580577. Telex 848422.

New York

In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada. J. A. Dorrian DFM c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593-2258. Telex 420543.

Algeria's second four-year plan: prospects for capital goods

THE Algerian Government has released information on the broad outline of the second four-year development plan, 1974 to 1977, details of which are still being finalised. The plan aims to make Algeria one of the most developed countries in the third world by the 1980s.

Provision is made for the following:

Doubling of investment compared with the first plan. The total is estimated at DA 50,000 million (about £5,000 million).

Further emphasis on industrialisation, with a continuing majority of investment going to the hydrocarbons industry, to the development of mineral resources, and to the electrical and mechanical industries. Special attention will also be paid to the petrochemicals, plastics and construction materials industries. A new feature of the industrial programme is a greater emphasis on secondary industries.

Greater emphasis than in the 1970 to 1973 plan on the social sector of the economy (ie education, housing and health).

Increase in agricultural productivity in order to supply the needs of the population—expected to pass 20 million in the early 1980s. The agricultural policy of the plan will most likely concentrate on the search for and use of water, the employment of improved cultivation techniques, and the intensive exploitation of land through continued mechanisation.

Commercial and fishing ports to be improved and new ones established. Improvement in other areas of communication.

Continued high priority for education and training. Official forecasts for 1980 are that all over six years of age will have received, or will be receiving, an education. New technical and scientific universities are to be built at Oran and Annaba.

Improved housing developments, which aim at 200,000 new dwelling units (compared with 80,000 in the existing plan) and the construction of 1,000 modern pilot villages. To realise help these aims three new cement works and a number of new brick works are to be built and existing units modernised. Special consideration on provision of housing is to be given to the new industrial zones of Arzew, Annaba, Constantine and Skikda.

Prospects for British capital goods

In the view of the Commercial Department of HM Embassy in Algiers, prospects for the sale of the following capital goods are particularly encouraging:

Ancillary equipment for oil and natural gas installations
Public works equipment
Agricultural machinery
Irrigation equipment
Food processing machinery
Dairy equipment
Machine tools
Medical equipment and supplies.

The plan will necessitate continued austerity for the Algerian people and the opportunities for the sale of consumer goods will remain limited. **CRE ext. 2225/2358**

First meeting of UK/Bulgarian Joint Commission

THE first meeting of the UK/Bulgarian Joint Commission was held in London from March 8 to 14. The UK delegation was led by Mr. B. E. Bellamy, Under-Secretary, Department of Trade and Industry, while the Bulgarian delegation was under the chairmanship of Mr. A. K. Lukanov, Deputy Minister of Foreign Trade.

The commission reviewed the development of trade between the two countries in 1972 and the prospects for 1973 and beyond. Both delegations were of the opinion that there were favourable opportunities for a further increase and diversification of trade, mainly through a change in the structure of Bulgarian exports towards a greater emphasis on industrial goods.

Mr. Andrei Lukanov, Deputy Minister of Foreign Trade of the People's Republic of Bulgaria, and Mr. Basil Bellamy (right), Under-Secretary, Department of Trade and Industry, signing an Agreed Minute on March 14 recording the results of their discussions at the first session of the UK/Bulgarian Joint Commission.

Particular emphasis was laid on the need to encourage the development of mutually beneficial forms of industrial co-operation between enterprises and firms in the two countries. The delegations reviewed progress to date in this field and also in the fields of scientific and technological co-operation.

There was an exchange of views on the possible effects of UK entry into the European Community on UK/Bulgarian trade, particularly in agricultural produce.

Trade figures

Figures for UK/Bulgarian trade in recent years are as follows:

£ million

	1967	1968	1969	1970	1971	1972
UK imports cif	6.3	7.5	7.3	8.3	8.2	6.9
UK exports (including re-exports) fob	6.7	4.0	5.0	11.1	10.3	9.4

Anti-dumping application on imports of maleic anhydride

THE Department of Trade and Industry stated on August 1, 1972 that they were considering an application for imposition of anti-dumping duties on maleic anhydride imported from Austria, the Federal Republic of Germany and Spain.

The Department now announce that, in the light of statements received from the main exporters to the United Kingdom about their future policy in respect of exports to this country, they are taking no further action on this application.

If the Department should at any time receive evidence of imports at dumped prices from any source on a scale likely to cause or threaten material injury to the British industry, the investigation will be re-opened.

Application for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 5.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.40	*di*Sodium dihydrogen pyrophosphate	Sodium acid pyrophosphate	May 3, 1973	13790
29.14	Undec-10-enoic acid which freezes at a temperature not lower than 23° centigrade	as in previous column	May 3, 1973	11021
29.35	Prochlorperazine di (hydrogen maleate)	Prochlorperazine maleate the di (hydrogen maleate) of 2-chloro-10-(3-(4-methylpiperazin-1-yl) propyl phenothiazine	December 31, 1973	14218
73.08	Iron or steel coils for re-rolling	as in previous column	July 3, 1973	14358

The Import Duties (Temporary Exemptions) (No. 4) Order 1973

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 4) Order 1973.

This Order amends the Import Duties (Temporary Exemptions) (No. 3) Order 1973 so as to prevent the coming into effect of an exemption from import duty in respect of di*iso* cyanatotoluene, mixed isomers, containing not more than 70 per cent by weight of 2,4 di*iso* cyanatotoluene.

The Order came into operation on February 28, 1973 and has been published as Statutory Instrument 1973 No. 300.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 2p) or by post from HMSO, PO Box 569, London SE1 (price 4½p).

Prohibition on import of certain whale products

As announced on March 15, by the Minister of Agriculture, Fisheries and Food, the importation on and after March 16, 1973 of certain whale products is prohibited.

The ban covers all whale products other than sperm oil within the following tariff headings: 02.04; 02.06; 05.09; 05.15; 15.04; 15.08; 15.12; 16.03. The products concerned include whalemeat; whalebone and hair and waste of whalebone; whale oil (other than sperm oil); whalemeat extract.

As a temporary measure, applications to import any of these products will be considered from traders who can provide satisfactory evidence that they had entered, before March 15, 1973, into firm commitments to do so.

Applications should be made in writing to:

Ministry of Agriculture, Fisheries and Food,
Tropical Foodstuffs Division,
Great Westminster House,
Horseferry Road,
London SW1P 2AE.

to reach that Department by April 11, 1973. Applications should be accompanied by copies of the contract documents and should state clearly the date when the commitment to import was made, the description and quantity of the product, and the date when these imports are expected to be made. Any import licences issued will specify the products and quantities authorised and the date by which the products must be imported.

Any inquiries about licences issued should be addressed to Import Licensing Branch, Department of Trade and Industry, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

Federal Republic of Germany: safety of technical equipment

THE British Standards Institution and the Department of Trade and Industry are considering British standards on the safety of technical equipment which might be recognised by the Federal Republic of Germany.

Administration regulations under the Federal Law on Technical Equipment 1968 provide for the recognition of non-German standards. Federal officials are willing to recognise acceptable British standards if application is made to them through appropriate channels. They have also advised that there would be no administrative objection if the recognised German test centres were to issue certificates based on acceptable test reports prepared by British test centres.

The purpose of the Federal Law on Technical Equipment is to establish a precautionary protection against danger at work and at home by ensuring that technical equipment put on the market is safe according to the current state of technology. It applies to all technical equipment sold in the open market except that covered by other safety legislation or intended for certain specified purposes. By technical equipment is meant not only machines and tools but also household equipment, toys, games, etc.

The law puts the responsibility for the safety of equipment on the manufacturer or importer. In the last resort, the marketing or display of products considered unsafe may be prohibited.

The law itself contains no detailed safety standards binding on manufacturers and importers, nor do its general provisions require the certification of products. But under administrative regulations published in 1970 the Federal authorities specify in the *Federal Labour Gazette* those standards that are recognised as setting an acceptable level of safety. The administrative regulations also enable the specification in the *Gazette* of test centres recognised as competent to carry out specified testing functions. Experience has shown that many German concerns, including large departmental stores and mail order houses, are reluctant to purchase products unless compliance with the recognised standards has been confirmed, usually with the certificate or mark of a recognised test centre.

So far, only German standards and test centres have been specified in the *Gazette*. Nevertheless, a great many imported products have been successfully tested by the recognised test centres for compliance with the requirements; indeed, it is understood that some 30 per cent of products so far submitted for testing have been of non-German manufacture.

The Technical Help to Exporters (THE) service of the British Standards Institution has published *The Federal German Law on Technical Equipment* containing an English translation of the law and the administrative regulations, together with explanatory notes and a list of the standards and test centres approved under the administrative regulations up to the end of 1972. The price of the publication is £4 to THE members and £5 to non-members. Requests for copies and other inquiries about the law should be addressed to: British Standards Institution, Technical Help to Exporters, Maylands Avenue, Hemel Hempstead, Herts. HP2 4SQ (tel. (0442) 3111).

Hints to business men

A REVISED edition of the booklet on Hong Kong has been published in the 'Hints to business men series'. British business men who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, Tel. 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

British firm to build Algerian compressor stations: loan for £15 million contract

A LOAN of £11.5 million made by National Westminster Bank through a financial agreement with Sonatrach of Algeria, will help to finance a £15 million contract between constructors John Brown Ltd. and Sonatrach. The British firm is to build two compressor stations on the Hassi R'Mel to Skikda gas pipeline.

The compressor stations will increase the throughput of the pipeline from its present capacity of 5.7 thousand million cubic metres of gas per year to a capacity of 9.2 thousand million cubic metres. Each station will house four industrial gas turbines, manufactured by John Brown Engineering (Clydebank) Ltd., giving a total of 120,000 hp in the two stations. Housing for the operating staff and an airstrip will also be provided. The work, which will take about 18 months, is expected to start in April. Repayment of the bulk of the loan will be over ten years from commissioning.

The increase in the carrying capacity of the Hassi R'Mel to Skikda gas pipeline facilitates the provision of natural gas to the fourth liquefaction unit now being constructed at Skikda which is itself the subject of finance guaranteed by ECGD for a total amount of about £15 million. This increase in the production of the Skikda liquefaction factory, which is due shortly to grow by a fifth and sixth line, will enable Sonatrach to meet its engagements for the supply of liquefied natural gas in European and American markets.

British capital goods for Poland: opportunity for exports of £17 million

BRITISH manufacturers can supply capital goods and associated services to Polish buying organisations to the value of nearly £12 million in the first instance with possible extension to £17 million under a new line of credit. A £10 million loan, backed by the Export Credits Guarantee Department, has been negotiated by Barclays Bank International Ltd. with Bank Handlowy w Warszawie SA of Poland. Provision is made for the loan to be increased to £15 million if required.

Approved contracts, which must be placed by March 31, 1974, and have a value of at least £50,000, are eligible for 85 per cent finance from the loan. The balance will be paid from the buyer's own resources and will include at least 5 per cent as a down payment. The loan will be repaid over five, seven or eight years depending on the aggregate value of contracts placed under the line of credit.

Exporters interested in the facility should contact Mr. I. Bonnett of ECGD (tel. 01-606 6699 ext. 7302) or Mr. T. Martin of Barclays Bank International Ltd. (tel. 01-283 8989 ext. 3600).

Another order for British cargo vessel: ECGD backs £1 million loan

THE Export Credits Guarantee Department has guaranteed a loan of over £1 million which Williams and Glyn's Bank is making to help finance the purchase of an SD 14 cargo vessel by Buenaventura Armadora SA of Panama.

It is the fourth such loan to an overseas buyer made by the bank and backed by ECGD in four months. Loans for 10 more SD 14s are being negotiated.

Austin and Pickersgill is building the 14,910 ton vessel at its Sunderland yard and expects to make delivery early next year. Repayment of the loan will take place over eight years from the delivery date.

The yard has built 55 of the vessels since 1969 and has about 125 on order.

Iran and Romania

A TRADE and payment agreement between Iran and Romania was signed in Bucharest on October 12, 1972, covering a five-year period from 1973 to 1977.

Iran's crude oil exports to Romania will rise from US$21 million in 1973 to US$25.5 million in 1977. The US$14 million of non-oil exports will include synthetic, wool and cotton textiles, raw cotton, sheep, goat and lamb skins, dried and citrus fruit, pharmaceuticals, petrochemical products, buses, trucks, diesel engines, and machine tools.

Imports from Romania to Iran will include agricultural implements, tractors, locomotives and tracks, woodworking and refinery equipment, paper, iron and steel products, chemicals and petrochemical products, butter, cheese, and meat.

Further details are available. **EDB ext. 420/475**

Italy and Romania

A PROTOCOL to the long-term trade agreement of 1970-74 between Italy and Romania was signed in Rome on December 20, 1972. The Italian *Informazioni per il Commercio Estero* of January 10 published details of the protocol and set out particulars and amounts of the quotas to be exchanged between the two countries for 1973. The text of the protocol and commodity lists (in Italian) are available from Overseas Tariffs and Regulations Section, Export Data Branch. **EDB ext. 466/467/288**

Switzerland and Tunisia

THE Tunisian *Official Journal* of January 20, announced that the trade agreement of December 2, 1961, between Tunisia and Switzerland has been extended for a further year from January 1, 1973. Details are available. **EDB ext. 460/461**

Venezuela and the Andean Pact

ON February 13, in the presence of the Presidents of Venezuela and Peru, the members of the Andean Pact Commission and the Venezuelan negotiator signed the 'Consensus of Lima' which stipulates that Venezuelan entry will take full effect when the two annexes to the consensus have been ratified by all six countries. No time limit is set for ratification. A summary of the transitional arrangements, which are to operate once Venezuela's membership becomes effective, is available on request. **EDB ext. 474/476/7312**

Bahrain and Kuwait: project lists

NEW lists of major development projects in progress or at the planning stage in Bahrain and Kuwait have been received by the Department of Trade and Industry. Copies of these and of similar lists compiled recently for other Middle East countries—Abu Dhabi and Dubai (October 1972), Lebanon (August 1972), Oman (July 1972), Qatar (January 1973) and Saudi Arabia (December 1972)—are available. **CRE ext. 3419**

Copyright Royalty System (Records) (Amendment) Regulations 1973

THE Copyright Royalty System (Records) (Amendment) Regulation 1973 were made on March 7 and will come into operation on April 1, 1973. They further amend the Copyright Royalty System (Records) Regulations 1957 by substituting for the reference to purchase tax a reference to value added tax in Regulation 3. That Regulation will now provide for the exclusion of Value Added Tax instead of Purchase Tax in calculating the ordinary retail selling price of a record for the purpose in turn of calculating the royalty provided for in Section 8 of the Copyright Act 1956.

Copies of the Regulations (SI 1973 No. 409) may be obtained from The Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, The Patent Office, 25 Southampton Buildings, London WC2A 1AY and from HM Stationery Office at the usual addresses, price 3p, by post 5½p.

France and the Arab Republic of Egypt: correction

IN the notice relating to the 1973 protocol between France and the Arab Republic of Egypt published in *Trade and Industry*, March 1, page 442, the title and text should read as above and not as 'France and the United Arab Republic' as published.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

Continued progress in tobacco
Pattern of expansion
Encouraging prospects

Current Progress in Tobacco
During the first five months of the current year the steady increase in sales volume has continued in most of our markets.

Dividends
It is the intention that the total distribution for the current year will not be less than 13p.

Prospects
It is exceptionally difficult this year to forecast the profits as at next September in terms of sterling. Our major tobacco businesses in North America, Europe and Latin America are likely to show increased profits in their own currencies. Wiggins Teape is doing much better than last year and is likely to show much improved results, and the cosmetics businesses are also showing indications of marked improvement. International Stores expect to fulfil the forecast of profits they made before the acquisition. We expect a useful dividend from Horten this year and the Kohl Corporation is actively pursuing its expansion programme. With higher rates of interest, investment income should rise, whilst our non-tobacco activities may be expected to show some improvement over last year's poor performance.

All things taken together, I believe I can safely predict an improvement in the after tax profits attributable to B.A.T. in the year to 30th September 1973, but the degree of improvement will depend to some extent on the rates of exchange of the world's major currencies.

PROFIT SUMMARY	1972	1971
	£ millions	
Group Turnover	2,037.5	1,846.7
Group Profit before Taxation	161.6	155.3
Group Profit after Taxation	90.3	83.6
B.A.T.'s Interest therein	78.0	73.6
B.A.T. Dividends (1971 includes capital dividend of £2.7)	31.5	30.3
EARNINGS AND DIVIDENDS PER ORDINARY STOCK UNIT	**New Pence**	
Earnings	32.6	30.7
Gross Dividends (1971 includes capital dividend of 1⅛p)	13	12½

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TARIFF & TRADE NOTICES

Austria

DETERGENTS—MARKING OF PACKAGES: Ordinance No. 74, which gives details of the size markings of packages or containers of washing detergents, and soaking and softening agents, has been published in *Bundegesetzblatt* No. 18 of February 13, 1973. Products which do not comply with these regulations may be sold, offered for sale or otherwise put on the market until June 30, 1974 providing they were packed before July 1, 1973. However, general purpose washing detergents and detergents for delicate or special treatment articles must comply with the regulations of Ordinance 454 of 1968. Unofficial translations of both ordinances are available.

EDB ext. 458/461

ICE CREAM ORDINANCE: Ordinance No. 6, published in *Bundesgesetzblatt* No. 4 of January 5, contains details of the ingredients permitted in ice cream base compound, ice cream semi-products and finished ice cream. It also sets out certain procedures to be followed during manufacture, and regulations on hygiene requirements, automatic ice cream distributing machines, transport and storage. Unofficial translations of the ordinance are available.

EDB ext. 458/461

Malta

IMPORT LICENSING—GLOBE ARTICHOKES: The Malta *Government Gazette* of March 9 announced that with immediate effect preserved canned globe artichokes would be included in the list of goods which require a specific import licence.

EDB ext. 471/472/473/462

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Israel

IMPORT LIBERALISATION LIST—PRECIOUS AND SEMI-PRECIOUS STONES: The Israeli authorities have issued amendments to the Free Imports Order as follows:

Item no.	Description	Special conditions
	Item 71.02.2000 is superseded by:	
71.02.2000	Precious or semi-precious stones not specified in paragraph 1000:	The importer has a certificate from the Controller of Diamonds, or any person authorised by him for the purpose, to the effect that the goods and the import accounts have been examined and approved by him
2010	Unworked	
2090	Cut or otherwise worked	
	Item 71.03 is superseded by:	
71.03	Synthetic or reconstructed precious or semi-precious stones, unworked, uncut, or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport)	As above
1000	Unworked	
9900	Cut or otherwise worked	

EDB ext. 420/475

PURCHASE TAX: The Israeli authorities have issued the following amendments to the Purchase Tax Order:

Articles of aluminium: The following items are now exempted from purchase tax:
BN 76.02.9920 Aluminium rods, in coils, of certain specifications
BN 76.02.9930 Other, round, copper plated

Articles made of, or plated with, precious metal: The following are exempted:
Electric contacts made of, or coated with, a precious metal

Cameras, excluding TV cameras: The exception 'Cameras for upright pictures for 9 × 12 cm film, excluding those for photocopying' shall be superseded by 'Photographic cameras of which one of the exposure sides exceeds 10 cm, excluding cameras of which the film is developed within the camera and excluding cameras for copying documents'

Rivets: Exemption is repealed for 'Rivets for electrical contacts'

Television sets: The following items are now taxable:
Closed circuit television receiving sets
Parts of TV receivers classifiable under BN 85.22

Razor blades and shaving appliances: The duty rates previously applicable are now superseded by '7½%'

Boxes, cases and similar packing materials of wood, made by a process of stapling:
New item—rate of tax: 10%

The following items are amended:
Yarn, man-made
Yarn, synthetic, continuous
Stretch socks and stockings of synthetic yarn
Polished plates of limestone or marble
Localling manufactured mineral oils

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

STANDARDS FOR ENVELOPES AND LETTER BOXES: The International Post Office Organisation's treaty on the use of standard envelopes will come into effect in October 1973. The Standards Institution of Israel issued Standard 777 in August 1970, which applies to envelopes for enclosure of postal matter, but not to envelopes for wrapping of parcels or special products.

The Ministry of Communications has drawn attention to Standard 816 of November 1971 which applies to letter boxes for installation in residential housing, office buildings and similar places.

The Standards Institution of Israel issues an English translation of both standards and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice on the standards are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. (tel. 0442 3111, telex 82424). **EDB ext. 420/475**

People's Democratic Republic of Yemen

IMPORT OF LEATHER GOODS: Although there has been no official announcement, it is understood that the Government of the People's Democratic Republic of the Yemen is prohibiting the import of all leather goods. **EDB ext. 420/475**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Kuwait

IMPORT OF PSYCHOTROPIC DRUGS: It was decreed in Kuwait's *Official Gazette* of December 31, 1972, that certain psychotropic drugs may not be imported into Kuwait 'whatever their percentage or pharmaceutical form'; that others, whatever their percentage or pharmaceutical form, may be imported only by the Ministry of Public Health and scientific and therapeutic institutions authorised by them; and that others may be imported as pharmaceutical preparations but not as raw ingredients (again with the exception of the Ministry of Public Health and authorised institutions). A list of the psychotropic drugs in question is available from Export Data Branch. **EDB ext. 420/475**

Iran

IMPORT OF TYRES: Although certain classes of tyres still require import licences, the Iranian Ministry of Economy has stated that, until further notice, there is no need for the prior approval of the Ministry for opening documentary credits for importing tyres of the following descriptions:

600 × 9	1000 × 18	All kinds of radial passenger car tyres
530 × 10	1400 × 20	78 × 13 to 185 × 13
600 × 12	1200 × 23	78 × 14 to 165 × 14
520 × 13 to 725 × 13	1100 × 24 to 1400 × 24	78 × 15 to 165 × 15
520 × 14 to 825 × 14	14 × 34	
500 × 15 to 915 × 15	15 × 34	
	11 × 38 to 17 × 38	

EDB ext. 420/475

Senegal

IMPORT REGULATIONS — STEEL WIRE, TELEVISION EQUIPMENT: The Senegalese authorities have issued the following import regulations:

Law 73-05 announced the reduction in the standard tax on steel wire (tariff position 73-14) imported for use on the manufacture of keys and nails.

Laws 73-09 and 73-11 announced the reduction of the rate of the standard tax and fiscal entry duty respectively on television receiving equipment and its parts and detachable pieces (tariff position 85-15). **EDB ext. 472**

GLOBAL QUOTAS: The Senegalese global quotas for 1973 have been published by the Dakar Chamber of Commerce. Details are available. **EDB ext. 472**

Dahomey

IMPORT OF POTATOES: Import of potatoes into Dahomey is temporarily forbidden unless permission has been given by the Director General of Economic Affairs. **EDB ext. 472**

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Nigeria

CUSTOMS TARIFF: Customs and Excise Notice No. 43, 'Brussels Nomenclature Tariff', Decree No. 6 'Customs Tariff (Consolidation) Decree 1973', and Decree No. 7 'Excise Tariff (Consolidation) Decree 1973;' published in the Federal Republic of Nigeria *Official Gazette* of February 23, gave details of the revised Nigerian customs tariff. **EDB ext. 471/472/473**

Uganda

TEMPORARY BAN ON IMPORTS: The following further information has been received concerning the temporary ban on imports referred to in *Trade and Industry*, March 8, page 491:

Items shown in the list should read as follows: Blankets and travelling rugs; corrugated cardboard boxes.

Cotton yarn, carded or combed of thirty counts and below; grey (bleached) cotton fabrics of twenty counts and below either in warp or weft; and calendars, are now added to the list;

Nails: these may be allowed to be imported after consultation with the Nail Industries at Mbale, Uganda;

Cables of 240/250 volts: This item may be allowed to be imported after consultation with the Cable Corporation of Lugazi, Uganda. **EDB ext. 471/472/473/462**

South Africa

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 584, published in the South African *Government Gazette*, March 16, contains an application to the Board of Trade and Industries for increase in duty on:

1 Shovel and loader attachments, including booms

2 *a* 6-Ethoxy-2,2,4-Trimethyl-11,2-Dihydroquinoline (Ethoxyquin)
b Fodder supplements for stock feeding (excluding those containing added antibiotics

3 Electrical plugs and sockets, identifiable for use with trailers

4 Electric potato peeling machines (84.30.20)

5 Mechanically propelled road rollers (84.90)

6 Road graders (84.23.90)

7 Scrapers (84.23.90)

8 *a* Pills, tablets and capsules, containing tetracyclines or their salts
b Liquid medicaments and ointment containing tetracyclines and their salts

9 Bandsaw meat-cutting machines and loaf-slicing machines (84.30.20)

10 Triple spur gear and differential chain hoists (84.22.01)

11 High-speed steel and chrome steel screw taps, dies and tool bits.

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The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requires further information concerning the application, should address inquiries to Commercial Relations and Exports Division. **CRE ext. 2274**

IMPORT QUOTAS: Additional import quotas were announced by the South African authorities on March 7. Details are as follows (percentages represent the proportion of the total permit allocation for 1972):

Clothing: a further 40 per cent (120 per cent).
To enable orderly planning of imports for speciality clothing shops it was announced that a total allocation of 200 per cent for 1973 has been decided; the balance (80 per cent) will be issued in August but shipments should not be effected against this until the third permit issue has been received by importers.

Consumer goods: a further 40 per cent (total 120 per cent)

Confectionery: a further 80 per cent (total 160 per cent)
Further allocations for confectionery and consumer goods will be considered in August.

All alcoholic beverages, including whisky: a further 40 per cent (total 120 per cent)

Whisky alone: a further 40 per cent (total 120 per cent)
Import of whisky can be effected under either or both of these allocations. **EDB ext. 471/472/473/462**

Australia

TARIFF BOARD BY-LAW INQUIRY—polystyrene beads; coated paperboard: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether the following goods should be prescribed for Item 19 by-law entry:

Expandable polystyrene beads (tariff item 39.02.13) and

Coated paperboard (tariff item 48.07) for use in the manufacture of disposable hot drink cups.

Current tariff details of the goods may be obtained from Export Data Branch (ext. 401/468/469).

UK trade associations or firms intending to submit evidence to the Tariff Boards should advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearings, they will be seeking the continuation of the current rates of duty or a change in the rates.

Evidence may be submitted to the Tariff Board either directly by

the firm or trade association concerned or through the Australia/British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1068/73.

Disinfectants, fungicides etc; yarns—result of inquiries: A notice in *Trade and Industry*, April 27, 1972, reported a reference to the Australian Tariff Board concerning by-law entry of:

Disinfectants, fungicides, weedkillers, etc. formulated from imported ingredients (tariff item 38.11)

Yarns (tariff item 55.05) for use in the manufacture of yarns of a kind ordinarily used by hand.

The inquiries have been completed and by-law entry will not be available for the goods. **EDB ext. 401/468/469**

New Zealand

EMERGENCY PROTECTION AUTHORITY—WIRE ROPE GRIPS AND CLAMPS; MUSELETS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Wire rope grips and clamps

Muselets.

Details of the tariff items under which the goods are dutiable, are given below:

Tariff item	Unit	British preferential	Most favoured nation	General
ex 73.40.499		25% Can 35%	50%	60%
ex 83.13.031		Free	..	15%

The Emergency Protection Authority is required to report to the Minister by April 6, 1973. In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade,' tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref. CRE 1209/73 **CRE ext. 2321**

TARIFF AND DEVELOPMENT BOARD INQUIRY DEFERMENT—CERTAIN RUBBER PRODUCTS (tariff headings 40.06, 40.07 and 40.08): The public hearing set down for Monday, March 26 (see *Trade and Industry*, January 18, 1973, Schedule A on pages 109/110) has been postponed and will now take place on Tuesday, August 14, 1973. The venue will be the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, and

(continued on page 612)

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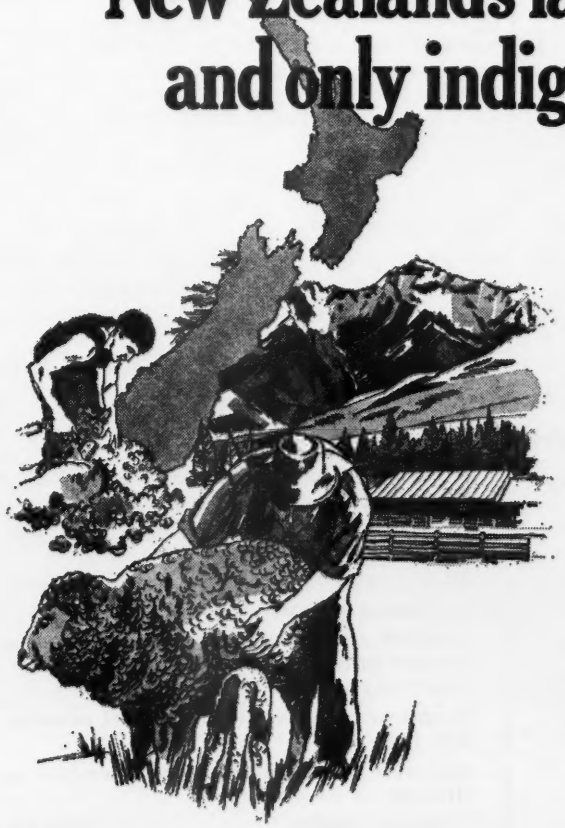

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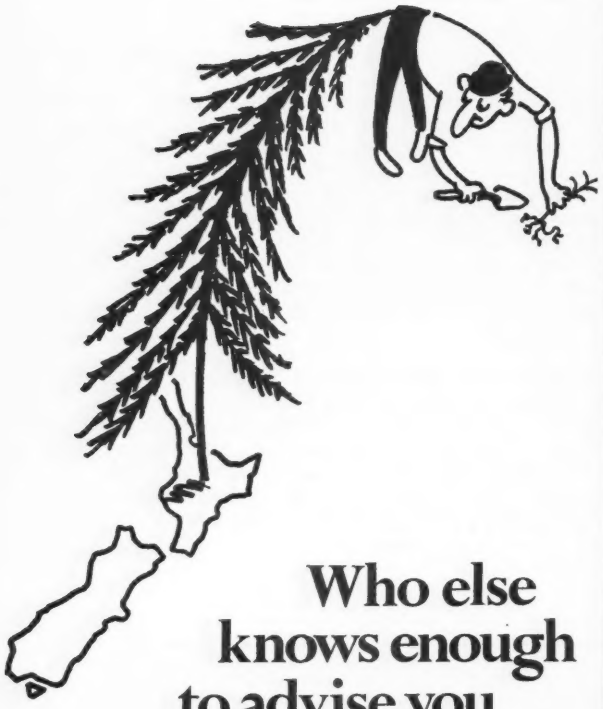

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continued

the hearing will begin at 10.30 a.m. The closing date for the receipt of representations is Tuesday, July 24. The decision to defer the hearing date has been taken by the Tariff and Development Board following representations made by the New Zealand Rubber Manufacturers' Association, which is unable to prepare comprehensive submissions in time for the hearing of March 26. Ref. CRE 1162/72 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY REPORTS: AUDIO MAGNETIC TAPE AND WEEDKILLERS, ETC.: Copies of the following New Zealand Emergency Protection Authority reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
92.12.029	¼ inch audio magnetic tape and unrecorded cassettes
29.35.009	Simazine, atrazine and propazine

Ref. CRE 1179/72, CRE 1183/72 **CRE ext. 2321**

TARIFF AND DEVELOPMENT BOARD REPORT—MCPB AND 2, H-DB WEEDKILLERS: Copies of the following New Zealand Tariff and Development Board interim report are available from Commercial Relations and Exports Division:

Tariff no.	Description
29.16.031 ex 38.11.039	MCPB and 2, H-DB weedkillers

Ref. CRE 3067/71 **CRE ext. 2321**

United States

CHEESE QUOTAS: *Trade and Industry*, June 15, 1972, announced a change in the import pricebreak level for cheeses under quota from 47 cents per pound fob to 62 cents per pound fob. The new level was determined by adding 7 cents to the Commodity Credit Corporation support price. A new dairy support programme has been announced which means that from March 15 the pricebreak level has been 69 cents per pound fob. At the same time the President has asked the Tariff Commission to investigate the need for a temporary increase in cheese import quotas; it must report its findings by April 7. **CRE ext. 2397**

Canada

VALUE FOR DUTY: The Canadian Department of National Revenue has issued memoranda specifying the manner in which 'value for duty' will be determined, in certain circumstances, in respect of the following goods:

Books (known as 'remainders' or 'close-outs'). (Memorandum D34-29)

Converted fabrics. (D34-26)

Unused goods which are obsolete etc., or which are known as remnants, close-outs, discontinued lines, job lots. (D34-25)

Regenerated cellulose film and polyethylene synthetic resin other than prime qualities, and reprocessed polyethylene synthetic resin. (D34-24)

Goods in a semi-manufactured condition, imported for further manufacture in Canada. (D34-22)

Semi-finished pharmaceuticals, toilet preparations and cosmetics, imported for further manufacture with other materials into complete products. (D34-17)

Pharmaceuticals, toilet preparations and cosmetics imported in bulk. (D34-16)

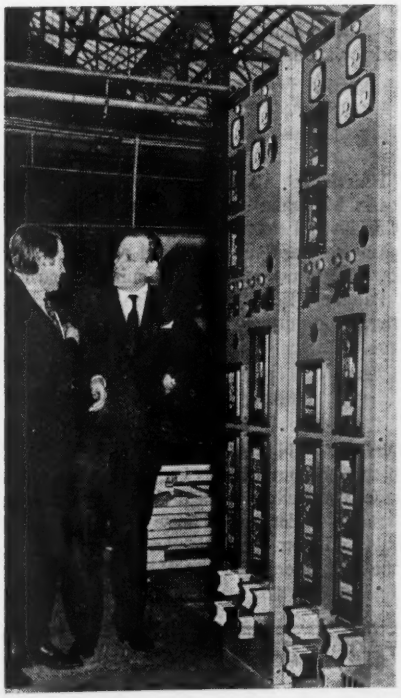
Samples of pharmaceuticals, toilet preparations and cosmetics. (D34-14)

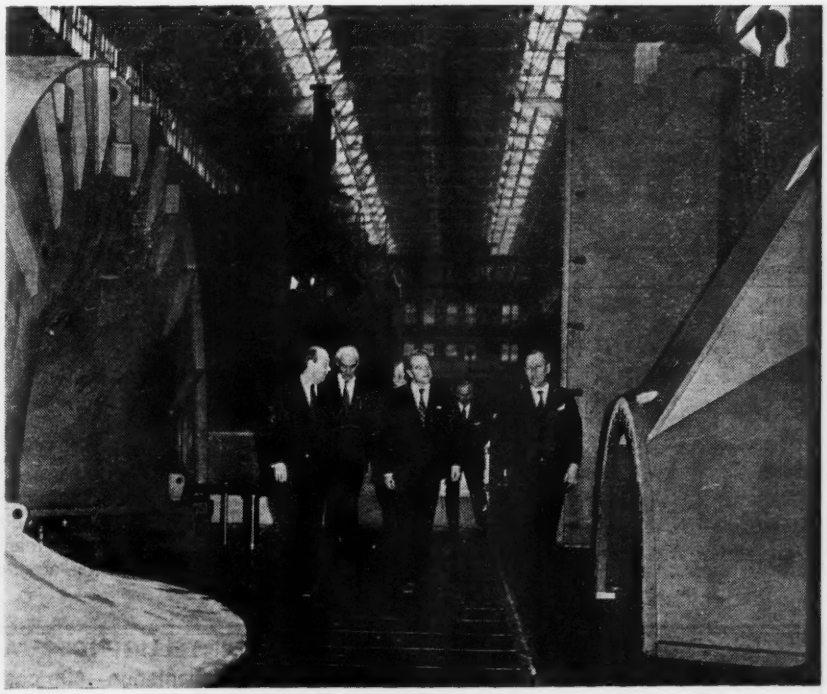
Copies are available. **EDB ext. 455/456/457**

TARIFF CHANGES: The Canadian authorities have amended the Customs Duties Reduction Regulations, resulting in the following changes in the customs tariff:

Tariff item	Description	Expiry date	British Preferential tariff	Most-favoured-nation tariff	General tariff
NEW ITEMS					
34740-1	Sheet or strip of titanium, made to specification ASTMB-265, Commercial Grade 2, not more than $\frac{1}{16}$ in. in thickness nor more than 18 in. in width, in the coil, for use in the manufacture of modules for sodium chlorate reactors	Feb. 28, 1974	Free	Free	25%
35255-1	Phosphor bronze strip, Grade A, 0.045 in. in thickness, a portion of the width contour milled to a thickness of 0.017 in., for use in the manufacture of contacts for electrical connectors	Feb. 28, 1974	Free	Free	30%
38210-1	Sheet or strip of carbon steel, clad on both sides with stainless steel, for use in the manufacture of cookware	Feb. 28, 1974	Free	Free	25%
42880-1	Diesel engines, of a class or kind not made in Canada: Gasoline internal combustion engines, air-cooled, four cycle, not greater than 9 hp: For use in the manufacture of plate type vibratory compactors	Feb. 28, 1974	Free	Free	30%
42885-1	Diesel engines, of a class or kind not made in Canada, for use in the manufacture of portable crushing plants, portable screening plants or combinations thereof	Feb. 28, 1974	Free	Free	30%
44557-1	Shaft encoders and electric servo motors for use in the manufacture of digitising tables	Oct. 31, 1973	Free	Free	30%
47115-1	Pulleys for use in the manufacture of dispersers, dissolvers or mixers	Feb. 28, 1974	Free	Free	27½%
52115-1	Rovings, wholly of cotton, of count four, having 2.3 twists per inch, for use in the manufacture of polyester core sewing thread	Oct. 31, 1973	Free	5%	22½%
56945-1	Hoods and shapes of fur felt for use in the manufacture of women's hats	Oct. 31, 1973	Free	Free	35%
56950-1	Hoods and shapes of wool felt, or of wool and fur felt containing not less than 90% by weight of wool, for use in the manufacture of hats	Oct. 31, 1973	Free	Free	35%
56955-1	Hoods and shapes of straw, woven or plaited in one piece, not sewn, for use in the manufacture of hats	Oct. 31, 1973	Free	Free	10%
59503-1	Steel pins; slip sheets; leader tape; pinch rollers; pressure pads; shield and pressure pad assemblies; top rings; all of the foregoing for use only in the manufacture of tape cassettes or tape cartridges	Oct. 31, 1973	Free	Free	30%
93819-17	Spinel grains, not less than 90% by weight of magnesium oxide, chromic oxide and aluminium oxide, for use in the manufacture of magnesite fire brick or chrome fire brick	Feb. 28, 1974	Free	Free	25%
93902-85	Polyvinyl chloride film, metallised by vacuum coating, not more than 0.002 in. in thickness, such thickness to include coatings, for use in the manufacture of Christmas decorations	June 30, 1973	Free	Free	25%

(*continued on next page*)





Manufacture of large turbine-generators and high-voltage switchgear equipment was seen by Mr. Christopher Chataway, Minister for Industrial Development, last week at the Trafford Park factories of GEC Power Engineering Ltd. Left: the Minister discusses with Mr. F. S. Gibbs, managing director, GEC Switchgear Ltd., details of power station control equipment under manufacture for an overseas customer. The picture on the right shows (from the left): Mr. G. I. M. Trowbridge, works manager; Mr. R. Crummack, assistant managing director, GEC Switchgear; the Minister; and Mr. F. S. Gibbs, managing director, GEC Switchgear Ltd. On each side of the party are casings for large steam turbines under manufacture for Korea and the United States.

CANADA
continued

Tariff item	Description	Expiry date	British preferential tariff	Most-favoured-nation tariff	General tariff
AMENDED ITEMS					
38260-1	Strip of iron or steel, made to specifications from AISI C1075 to C1095 inclusive, cold-rolled, hardened and tempered, not less than 0.004 in. nor more than 0.025 in. in thickness, and not less than ¼ in. nor more than ⅜ in. in width, for use in the manufacture of measuring rules and tapes	Oct. 31, 1973	Free	Free	25%
43837-1	Gasoline internal combustion engines, air-cooled; Tyres and tubes, wholly or in part of rubber, of sizes 3.50 × 8, 3.50 × 12, 4.00 × 12, 4.00 × 18 and 3.00 × 21; Wire spoked wheel assemblies, not including tyres and tubes; Torque converters; All of the foregoing when for use in the manufacture of motorcycles	June 30, 1973	Free	Free	30%
38225-1	Sheet or strip of grain-oriented electrical steel, hot- or cold-rolled, coated or not, not more than 0.011 in. in thickness, having a maximum core loss of 0.53 watts per pound; sheet or strip of non-oriented electrical steel, hot- or cold-rolled, coated or not, having a core loss of 1.45 or 1.70 watts per pound; such core losses to be measured at a frequency of 60 cycles and an induction of 15 kilogausses in accordance with standard test methods described in ASTM A34 and A343; the foregoing for use in the manufacture of electrical apparatus or parts of electrical apparatus	Feb. 28, 1974	Free	Free	12½%
44556-1	Spiders and V-rings, of forged steel, for use in the manufacture of commutators for electric motors having a horsepower rating of 200 or more	Feb. 28, 1974	7½%	7½%	30%
52210-1	Woven fabrics, wholly of cotton: Not coloured, for use in the manufacture of blankets or blanketing for offset printing presses	June 30, 1974	Free	Free	30%
56145-1	Yarns, wholly of viscose rayon filaments, for use in the manufacture of braided or woven fabrics, whether elastic or non-elastic, not exceeding 6 in. in width	Feb. 28, 1974	Free	Free	35%
	and per lb.				20 cts.

CHANGES IN DATES OF EXPIRY

Tariff items	New expiry date
35121-1, 38230-1 and 43858-1	June 30, 1973
19260-1 and 43872-1	Oct. 31, 1973
1001-3, 18120-1, 20215-1, 20225-1, 34845-1, 35318-1, 38015-1, 42860-1, 43859-1, 43882-1, 43888-1, 44553-1, 44558-1, 44578-1, 46330-1, 56030-1, 56117-1, 56150-1, 56170-1, 56237-1, 92919-2, 93901-47, 93901-76	Feb. 28, 1974
31225-1, 45205-1, 45210-1, 51103-1, 57415-1, 92904-7, 92923-3	June 30, 1974
18745-1, 23810-1, 29660-1, 32669-1, 34730-1, 34835-1, 35250-1, 35415-1, 41508-1, 41509-1, 42530-1, 43235-1, 43240-1, 43899-1, 50905-1, 52220-1, 56175-1, 56227-1, 56305-1, 61830-1, 61835-1, 92811-2, 92854-2, 93901-48	Feb. 28, 1975
19245-1, 28715-1, 38265-1, 43879-1, 43889-1, 43896-1, 86500-1, 92847-4, 92906-3, 92922-2, 93819-15, 93907-5	June 30 1975
24715-1, 34720-1, 35235-1, 42768-1, 44515-1, 85600-1, 93901-45, 93901-46	Feb. 28, 1976
42830-1, 85800-1, 92944-2	Feb. 28, 1977

EDB ext. 455/456/457

CHEMICALS AND PLASTICS—TARIFF CHANGES: The Canadian authorities have issued an amendment to the Chemicals and Plastics Tariff Reduction Order resulting in the period shown in italics against items in chapters 928 and 929 of group XII of schedule A to the customs tariff being amended to read 'from July 15, 1971, to February 28, 1976', with the exception of items 92830-5 and 92944-3. Item 92830-5 (barium chloride . . .) will now expire on June 30, 1975, and item 92944-3 (synthetic penicillin) on February 28, 1974. Tariff item 91510-1 (fatty alcohols) has been amended to expire on February 28, 1976.

Schedule A to the Reduction Order has been amended as follows:

Item	Column	Deleted
92914-1	II	2-Ethylhexyl acrylate
92916-1	II	Propyl gallate
92927-1	II	Acrylonitrile
92935-1	II	Melamine

EDB ext. 455/456/457

Jamaica

IMPORT LICENSING—CHEMICALS: The Jamaican authorities announced in Notice 2833 of February 19 that import licences are now required for the following items:

Chemicals comprising cyanuric acid (also known commercially as poolguard conditioner)

Isocyanuric acid (also known commercially as poolguard chlorine concentrate)

Copper sulphate (also known commercially as poolguard algaecide. **EDB ext. 7312/474/476**

IMPORT LICENSING—SANITARY NAPKINS: The Jamaican authorities announced in Notice 2835 of February 24, that import licences are now required for sanitary napkins. **EDB ext. 7312/474/476**

Nicaragua

REGISTRATION OF PATENTS AND TRADEMARKS: As a result of the earthquake in Managua on December 23, 1972, the Nicaraguan Registry of Industrial Property was destroyed and all records lost. Parties seeking to maintain protection of patents and trademarks should contact the Ministerio de Economia, Industria y Comercio, Seccion de Patentes, Edificio Elka, Km. 9 Carretera Norte, Managua, Nicaragua, submitting copies of their registration.

Panama

IMPORT QUOTA ON CERTAIN MAN-MADE TEXTILES: A quota of 10 per cent of the 1972 import has been placed on plain (unstamped) fabrics made from nylon tricot and nylon acetate in any finish and grade, usually called tricot, jersey, chamuese and similar products manufactured from synthetic yarn or artificial silk such as nylon, acetate and polyester. **EDB ext. 474/476/7312**

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Tel. 01-606 9417/8, 8567 for further details price lists, etc.

Senor Campillo Sainz, Mexican Deputy Minister for Industry and Commerce (right), with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, at the Department of Trade and Industry recently. The Ministers discussed Mexico's policy on foreign investment.

Mexico

TAX CHANGES: The Mexican Tax Law for 1973 has introduced changes as follows:

Mercantile revenue tax rate is increased from 3 per cent to 4 per cent.

Capital gains tax has been introduced on sale of land and property, particularly applicable where the land has not been developed or owned for the last 10 years.

Categories of industrial machinery and equipment on which a 35 per cent annual rate of depreciation may be authorised has been markedly broadened.

Special tax rebate on exports of manufactured goods (CEDIs) has increased from 10 per cent to 14 per cent.

Special tax rebate on the construction industry was increased from 2 per cent to 2½ per cent on the value of contracts realised.

Details are available. **CRE ext. 2290**

Bolivia

SURCHARGE REVOKED AND ADDITIONAL TAX REDUCED: Bolivian Supreme Decree 10583 affects all goods imported into Bolivia as follows:

The 10 per cent Surcharge introduced by Supreme Decree 08400 will no longer be collected.

In all cases where the Additional tax is greater than 2 per cent, a 30 per cent reduction in the tax will apply.

EDB ext. 474/476/7312

PHARMACEUTICAL PRODUCTS DECLARED ARTICLES OF PRIME NECESSITY: Bolivian Supreme Decree 10636 declares that pharmaceutical specialities for human use (antibiotics, serums, vitamins, sulpha drugs and others considered to be pharmaceutical specialities), veterinary medicaments, and food for breast-fed babies, are articles of prime necessity and are subject to quality, cost and price control.

These products when imported will be exempt from the following taxes:

All customs taxes except service charges.

Fiscal taxes on national and departmental sales.

Municipal taxes on sales at all stages of trade.

A copy of the decree in Spanish is available to British exporters from Overseas Tariffs and Regulations section, Export Data Branch.

EDB ext. 474/476/7312

Venezuela

CAPITAL MARKETS LAW: On January 31, the Venezuelan Government introduced the Capital Markets Law. It creates a National Security Commission, which has been empowered to supervise publicly held companies and their issues of securities. Any company with a minimum capital of Bs. 1 million may offer its shares to the public, but to become eligible for the law's tax incentives, such as a 15 per cent cut in income tax and a 10-year total or partial exoneration from capital gains tax for shareholders, there must be a minimum of 50 stockholders for each Bs. 1 million of capital. Only one stock exchange will be allowed in each city. New regulations to be read in conjunction with the law are expected to be issued shortly. In the meantime a translation of the law is available on loan.

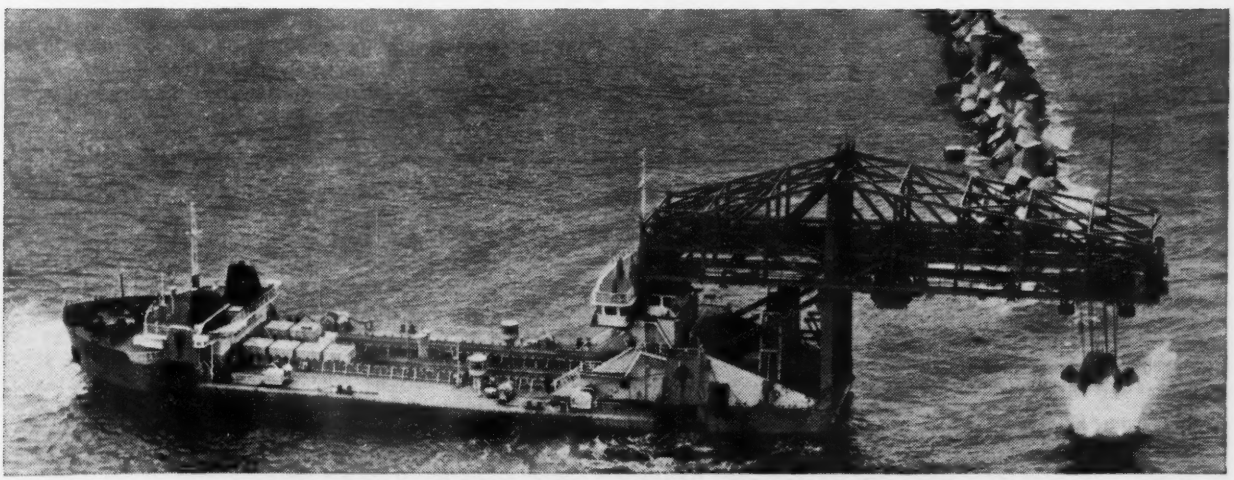
CRE ext. 2288

Peru

PROHIBITIONS: Directoral Resolutions 2336-72-IC-DGI-DECI and 139-73-IC-DGI-DECI add further goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Part of or all of the following tariff numbers are affected:

32.07	32.09	32.10	34.01	34.02	34.07	38.11	38.12	38.19	39.02	40.08	40.14
44.25	48.01	48.07	64.05	68.11	73.32	82.09	82.14	84.11	84.40	84.45	85.01
85.10	85.19	85.24	87.10	97.01	97.06						

EDB ext. 474/476/7312



The 'Norma' diesel-electric block dumping vessel engaged in reconstruction of the entrance to Rotterdam harbour drops 43-ton concrete blocks into the sea to form a new breakwater. The vessel carries about 28 blocks. The 'Norma', her sister ship 'Libra' and two stone-carrying vessels 'Taurus' and 'Cetus' are each fitted with four EWSL8 diesel engines from Mirrlees Blackstone Ltd., a Hawker Siddeley Diesels company, driving generators to provide power for their propulsion motors. Each engine, rated at 1,000 hp at 900 rev/min, drives a 650 kW compound alternator which provides power for the two electric motor-driven propellers, one at each end of the vessel. The arrangement enables precise manoeuvring in all directions. Each vessel also carries a 33 kW type JK4MA auxiliary set from R. A. Lister and Co. Ltd., Dursley, Glos., a Hawker Siddeley Diesels company.

Development Minister to spearhead drive for more West German investment

MR. Christopher Chataway, Minister for Industrial Development, spearheading a new drive to attract more investment from West Germany, is to visit Stuttgart and Cologne later this month for talks with German businessmen and industrialists. The Minister is to address seminars in both cities.

Announcing this at the spring luncheon meeting of the Institute of Directors in Manchester on March 13, Mr. Chataway said: 'The Government welcomes the flow of money, techniques and ideas which foreign investment generates here.

'The large number of foreign firms, notably from the United States, who have set up in Britain over the years have brought significant gains to our economy.

'As well as providing capital and creating new jobs, they have helped technological development, introduced new and high quality management leading to greater efficiency and boosted our exports.

'It is estimated that at present about 13 per cent of the net assets of UK industry is attributable to inward investors and in manufacturing alone, it is about 17 per cent.

'There is plenty of room for expansion particularly of course in our assisted areas where the injection of foreign capital can help the Government's efforts to create new job opportunities.

'We recognise that foreign capital can help solve our regional problems and it was for this reason that the Government a year ago removed the restrictions on sterling borrowing by EEC subsidiaries in Britain. Only recently Ingersoll-Rand, the international engineering corporation, announced a major development at Wythenshawe.

'Foreign companies within this country operate within the same legal and fiscal framework as purely domestic companies. I suppose our attitude is partly influenced by the fact that in total we have twice as much direct investment in the overseas countries as they have in Britain.

'When firms come they are very often surprised at just how much help thay can get from both Government and local authorities.

'Our entry into the EEC gives added edge to our drive for increasing investment from overseas, not only from West Germany and other European countries, but from the United States, attracted by our common language and similar legal system to use the UK as a base for their business with the Continent.

The one-thousandth Eddystone EC958 solid-state receiver recently passed through the company's Birmingham factory en route to the German company Hagenuk, suppliers to the marine market. Final testing by Mr. Arthur Keen is observed by Herr Wilhelm Novy, a German technical journalist. The EC958 receiver is used in many parts of the world, and 60 sets have been ordered for Brazilian coastal radio stations.

'Of course, here in the North West, and in Manchester in particular, you have always been alive and open to international exchange. There are companies in the region which have brought in financial resources from at least 15 countries, including Japan. There is a large American contingent and significant representation from Holland, France, Germany, Sweden and Switzerland.

'The grant of £20,000 a year which I recently announced to the North West Industrial Development Association, will materially help the efforts already being made by the association to advertise the qualities of the North West to newcomers at home and abroad.'

Business is brisk

On the prospects for industrial expansion in the area flowing from the Government's incentives, Mr. Chataway said: 'In the Manchester area we have already received 47 applications for loans or interest relief grants involving some £2.5 million. In the

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.51).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

past year we have issued 100 industrial development certificates, covering some 3.5 million square feet of factory space and involving some 5,000 extra jobs.

'Nearly 200 industrialists have made inquiries about factory space in the area. As we all know, companies need a little time to bring new business and new expansion on stream. But it is gratifying to know that in the North West's regional office business is brisk.'

Note

Mr. Chataway will give the opening addresses at seminars in Stuttgart (on March 20) and Cologne (March 27). The seminars have been organised by the British Government in conjunction with the Association of German Chambers of Commerce and the West German Foreign Trade Information Office.

Investment grants on plant and machinery

THE Investment Grants Office at Colman House, Victoria Avenue, Southend-on-Sea is no longer handling applications for investment grant on plant and machinery. It will continue to be responsible for applications in respect of computers, ships and hovercraft from the whole of Great Britain.

Firms operating in the area for which the Southend office was formerly responsible should now send their claims to the appropriate Regional Development Grants Office as under, except for those firms who have already been otherwise informed:

RDGO	Firms
Billingham	A-B and H-L
Bootle	C-G
Cardiff	M-Z

For the purposes of this notice the letter of the alphabet applies to the first letter of the firm's name but 'The', 'Mr.' and Messrs.' are ignored.

The area concerned covers Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Dorset (Borough of Poole only), Essex, Hampshire (including the Isle of Wight), Hertfordshire, Huntingdonshire, Kent, London (Greater London Council Area), Norfolk, Oxfordshire, Soke of Peterborough, Suffolk, Surrey, Sussex.

The addresses of the Regional Development Grants Offices are:

Queensway House
West Precinct
Town Centre
Billingham
Teesside, TS23 2NF
Tel: (0642) 553671
Telex 58608

St. Peter's House
Stanley Precinct
Bootle
Lancashire L20 3LZ
Tel: 051-922 4030
Telex 627162

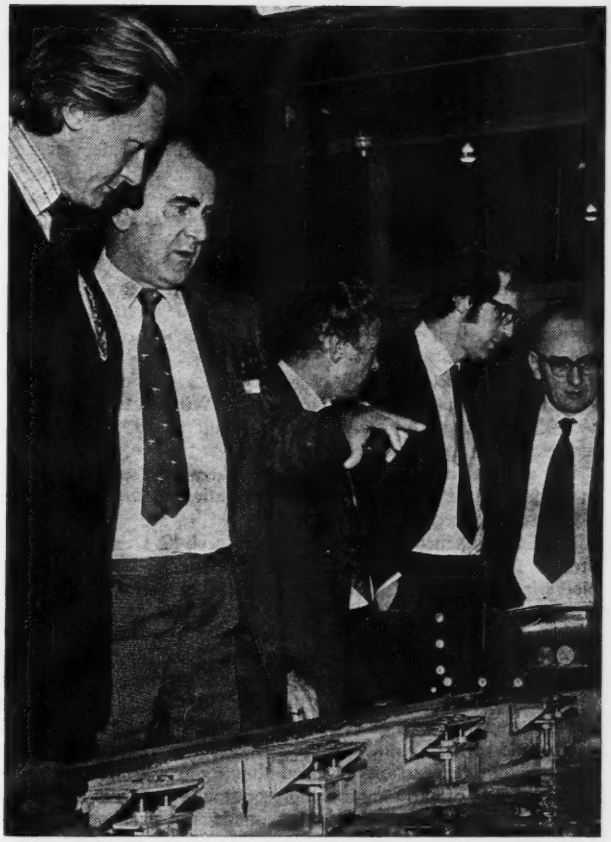
24-26 Newport Road
Cardiff CF2 1SY
Tel: (0222) 42611
Telex 49538

Consumer advisory and arbitration services

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, said on March 13 that the Government intended to consider the practicability of providing a Consumer Arbitration Service within the existing county court system.

Speaking to the Commons Standing Committee on the Fair Trading Bill, Sir Geoffrey said:

'The Lord Chancellor proposes to invite the County Court Rule Committee to consider whether, in the light of the first year's working of the new County Court rules, any further changes are necessary or desirable. For example, there may be a case for raising to the £75 which is the Registrar's limit of jurisdiction. It may also be possible to dispense with particulars of claim in small cases. Further relaxation of the rules of evidence is another possibility that might be explored.



Mr. P. Hodgkinson, managing director of the New Metal Division of Imperial Metal Industries (Kynoch) Ltd., shows an ultrasonic testing machine to Mr. Michael Heseltine, Minister for Aerospace and Shipping, during his visit to the IMI titanium plant at Waunarlwydd, Swansea, last week. Mr. F. J. Davies, of the Industrial Liaison Branch, DTI Office for Wales (third from the left), and Dr. P. J. Graham, of the Minister's office, are talking to Mr. A. D. Busby, production director. Titanium sheet is produced at the plant for aircraft such as the Concorde, Jaguar, Harrier, Trident, European Airbus and the MRCA.

'I recognise, however, that even these changes may not go all the way to providing the kind of facilities for the determination of consumer disputes which have been advocated. It is therefore intended to consider the practicability of providing a Consumer Arbitration Service within the existing county court system. Section 92 of the County Courts Act 1959 already enables the Judge, with the consent of the parties, to refer any proceedings to arbitration. The arbitrator's award is entered as the judgment in the proceedings and can be enforced by execution against goods or otherwise in the same way as any other judgment.

'If the power to refer county court proceedings to arbitration were to be conferred on "the court" instead of "the judge", it would be open to the County Court Rule Committee to enable the Registrar to exercise the power in defined cases which might well be those having a consumer element.

'If this were done, the Registrar, perhaps in the claim form, would be able to ask the parties in a suitable case whether they agreed to arbitration and if they did, he could dispose of it as an arbitrator, that is, without insisting on formal pleadings or the rigid application of the rules of evidence or the formal procedure of a trial.

'On giving his award, it would be entered as the judgment in the action and the successful party would be able to enforce it without having to bring fresh proceedings. The right of appeal would be limited to questions of law. At the same time, the element of voluntary arbitration would be preserved: if a party declined to submit to arbitration, the case would have to await hearing by a Judge in the ordinary way.'

Harmonising NW Europe's offshore precautions

WELCOMING officials from nine North-West European nations to a Conference on Offshore Safety and Pollution Safeguards at Riverwalk House, Millbank, London, on March 13, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry said:

'I see the two broad objectives of this Conference to be first, a full and frank exchange of views so that all countries may benefit from differing outlooks on common problems; and second, agreement between countries to harmonise our requirements so that we can advance the cause of safety, while at the same time not impeding the development of offshore resources, to the benefit of our national economies.

'The Conference will I hope, make the way clear for broad agreement on the administration of safety and pollution questions by each State, and this will enable us all to go forward with renewed confidence.

'We and our neighbours must know that we are walking in step in controlling safety and pollution prevention in these profitable, if hazardous, operations.'

Mr. Emery opened the Conference on March 12. Delegations were present from Norway, Sweden, Denmark, West Germany, The Netherlands, Belgium, France and Ireland as well as the United Kingdom. Observers from the Isle of Man, Italy, Japan and Canada were present.

After a week of discussion on requirements for the safety of offshore installations and workpeople, the delegations concluded that there was complete accord on the need for all the countries to move in step with each other in these matters. It was agreed that the aim should be to ensure that national safety requirements were of a high standard; discussions revealed that there was already a substantial degree of harmony in the present requirements of individual countries. Recommendations were made for exchanges of information and discussions between the countries concerned with a view to promoting further harmonisation.

The Conference continues this week, in discussion of pollution safeguards and pollution liability questions.

Two sizes in the range of vertical medium frequency motor generator sets manufactured by GEC Machines Ltd. of Rugby. The unit on the left is generally similar to 39 sets being supplied to GKN Birwelco (Uskside) Ltd. under a £275,000 contract for export to the USSR.

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext. 6147).

VAT: purchase tax rebate scheme

VAT BULLETIN No. 6 published by HM Customs and Excise, stresses two points in connection with the rebate scheme for dealing with unsold purchase-tax paid stocks on March 31, 1973 which will attract VAT when sold on or after April 1, 1973. The Bulletin emphasises first that only traders who are registered for VAT may claim the rebate and second that their complete claim forms must reach the VAT Central Unit at Southend-on-Sea by April 30, 1973. Other articles deal with the following subjects:

International transport of goods

Firms whose business activities are divided between the United Kingdom and overseas countries pose special VAT problems. The Bulletin amplifies guidance given in Notice No. 701 on the application of VAT to the services provided by firms engaged in international freight movements and by freight forwarders.

Exports to the order of an export house

The bulletin deals with the agreement reached with the trade interests concerned whereby goods which an export house orders to be delivered to an export packer may be included in the arrangements explained in paragraph 4 of Notice No. 703. These arrangements allow supplies of goods delivered direct to a port, airport or inland clearance depot for immediate shipment to the order of an export house to be zero-rated by the supplier, provided the supplier accepts responsibility for the shipment and for obtaining proof of it. The Bulletin also reports modifications in the documentation of export house shipments.

Imported goods supplied through UK agents

An article explains the arrangements whereby overseas traders who employ UK agents to act on their behalf in disposing of imported goods in this country may avoid the necessity of being registered for VAT.

Further guidance on transitional problems

Revised guidance is given on transitional problems originally set out in Appendix F of the VAT General Guide (Notice No. 700).

VAT on imported wine

The Bulletin explains the basis of value for VAT to be applied to imports of wine.

Intended as a link between Customs and Excise and Management, *VAT Bulletin* is published at intervals of about six weeks. Single copies are distributed free to their members by trade associations and other representative bodies. Bulk supplies for company use may be obtained on subscription from HMSO, PO Box 569, London SE1. The minimum subscription, for 10 copies of each of 10 issues, is £1.60 including postage.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between Richard Johnson and Nephew Ltd. and Thos. Firth and John Brown Ltd.

In arriving at this decision (as in the case of the earlier decision on the bid by Dunford and Elliott Ltd.), the Department considered, among other things, the general prospects for employment, and noted that it is the intention of Richard Johnson and Nephew Ltd. to continue with the programme of investment and modernisation recently sanctioned by the Thos. Firth and John Brown Group at William Beardmore and Co. Ltd., Glasgow, and to seek to expand and develop wherever possible the various facilities and activities of the Thos. Firth and John Brown Group.

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

J. H. Vavasseur & Co. Ltd. and Barclay Securities Ltd.

Air Travel Organisers' licences

THE Civil Aviation Authority has released the fourth list of names of air travel organisers to whom it proposes to grant Air Travel Organisers' Licences when they have paid the required fees and charges and have also fulfilled the Authority's bonding requirements. This is below:

Proposed licence number	
ATOL 157 B	Airways Holidays Ltd.
ATOL 140 B	Barclay Smiths Educational Visits Ltd.
ATOL 093 ABC	Castle Holidays Group (Management) Ltd.
ATOL 264 B	Cunard Line Ltd.
ATOL 182 ABCD	Fregata TFT Organisation Ltd.
ATOL 174 B	Gellatly Hankey and Co. (Travel)Ltd.
ATOL 090 B	Hills Travel Service Ltd.
ATOL 058 ABC	Houlders World Holidays Ltd.
ATOL 251 AB	Lawrie's Travel Service
ATOL 190 B	LSA Young Travellers Ltd.
ATOL 069 C	Norman Richardson (Travel) Ltd.
ATOL 076 AD	Scottish Aviation Ltd.
ATOL 116 C	Umberagon Ltd.
ATOL 131 B	Whitesides Tours Ltd.
ATOL 128 B	Yugotours Ltd.

Note

The type of activity for which the licence may be issued is indicated as follows:

(A) The organisation of advance booking travel.
(B) The organisation of inclusive tours by air.
(C) The organisation of other forms of air travel as specified in the licence.
(D) Brokerage on behalf of an air operator wishing to make accommodation on an aircraft available to a travel organiser.

Formal investigation of air miss report

THE Chief Inspector of Accidents, Captain Vernon Hunt, has decided to carry out an inspector's investigation of the air miss reported to have taken place between a Caravelle of Sabena Airlines and a World Airways DC 8 near Lands End on March 13.

Purchase Tax on drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 2) Direction 1973 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from March 6, 1973, is to make the following addition to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1972.

The addition

To Head II of the Schedule
Clotrimazole

West Belfast factory development

A £400,000-plus contract has been awarded by the Northern Ireland Ministry of Commerce, for work on a second industrial estate in West Belfast. The new contract is for the first phase of development on the 20-acre West Bog Meadows site.

This first phase includes site clearance and levelling, road works and the construction of the first factory building, a 1,600 square metre Government advance factory which is scheduled for completion in 14 months. It is estimated that the entire contract will be finished in 18 months.

The other estate is to be on a 12-acre site which is being developed on the upper Springfield Road by Whiterock Co-operative Industrial Estates Ltd. with support from the Ministry of Commerce. Work is now well under way on a £122,000 contract to clear the site and erect the first factory.

It is intended to use the Whiterock factory initially as an experimental integrated training unit in which men will be trained in a range of complementary skills and used as the nucleus of a production unit for the first tenant.

Meanwhile the Ministry of Commerce continues its investigations into the acquisition of more land for industrial development in West Belfast. For major developments it is negotiating for an additional 15-20 acres, and at the same time surveying the area for smaller tracts of lands for workshop-type projects.

Time limits on refund of Selective Employment Tax

THE Department of Employment have issued a reminder that applications for refund of Selective Employment Tax, which ends on April 1, must be made by June 30, and claims must be made by September 30. A leaflet, 'Final Refunds of Selective Employment Tax' (SEPL 17), gives further details of these time limits.

The leaflet has been posted to all employers in Britain known to the Department of Employment to have more than four workers, whether or not they were thought to be eligible for refund.

Failure to register or claim by the final date will result in loss of refund of tax. The leaflet also reminds employers that there is also a restriction on the right of appeal to an industrial tribunal against a Government Department's decision on refund.

Any employer who has not yet received a copy of the leaflet can obtain one at any employment office of the Department of Employment, Social Security office, or divisional office of the Ministry of Agriculture, Fisheries and Food.

Payment of Regional Employment Premium to manufacturing firms in development areas is not affected by these time limits and employers registered under Section 1 of the Selective Employment Payments Act 1966 need take no additional action to obtain repayment of REP after April 1, 1973.

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry has approved the following appointments:

Mrs. F. Elkan, of Pontypridd, and Mr. A. Naughton, of Swansea, to the South Wales Electricity Consultative Council.

Police Judge W. McCulloch, to be a member of the Scottish Gas Consumers' Council.

Mr. D. M. C. Forrester as a member of the Scottish Industrial Estates Corporation.

Lt.-Col. Walter Brundan, Mr. Ernest Jones and Mr. Tom Jones as members of the Welsh Industrial Estates Corporation.

Appointment to Pay Board

MR. Maurice Macmillan, Secretary of State for Employment, has announced his intention to appoint Mr. K. J. Johnson, as a Deputy Chairman of the Pay Board. The appointment will be subject to the enactment of the Counter-Inflation Bill now before Parliament. Mr. Johnson will have special responsibility for the Pay Board's work on current claims and settlements.

Capital gains tax

THE Board of Inland Revenue have issued a revised copy of 'Capital Gains Tax', pamphlet CGT8 which is obtainable free of charge from the offices of HM Inspector of Taxes.

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H. Peter Jost, CBE,
(Chairman, DTI Committee on Tribology)

Tribology is the science and technology of interacting surfaces, i.e. rubbing, sliding and rolling, and includes the design of bearings, the application of lubricants and the environments in which surfaces interact.

By bringing together the expertise of the mechanical engineer, the metallurgist, the lubrication engineer, the physicist and the chemist, tribology enables greater reliability and durability to be built into any product.

Tribology Centres at Leeds, Risley and Swansea, in addition to the National Engineering Laboratory at East Kilbride, have already successfully assisted more than 1000 industrial firms, in many cases to increased profitability.

Data sheets and a comprehensive handbook are in preparation, to make easily digested information available to designers, draughtsmen, operational and maintenance staff. Many courses in the subject have also been created at universities and technical colleges.

Terotechnology

'On maintenance alone £550 million per year can be saved'

Major-General Sir Leonard Atkinson, KBE,
(Chairman, DTI Committee for Terotechnology)

Terotechnology is concerned with the installation, commissioning, maintenance, replacement and renewal of plant, machinery and equipment, and the feedback of information to design and operation.

Corrosion

It has been estimated *(Hoar Report)* that about £300 million a year could be saved if existing corrosion protection technology were more widely applied in design and operation.

Materials handling

Is the technology of economically and safely moving and storing materials. It is of vital concern to the manufacturing, service and distribution industries.

The National Materials Handling Centre at Cranfield provides courses, information, advice and research for equipment manufacturers and users.

EVENTS

Education and training for multidisciplinary subjects–Tribology, Terotechnology, Corrosion and Materials Handling. The Council of Engineering Institutions/Engineers' Registration Board/DTI discussion meeting, The Institution of Mechanical Engineers, March 29, 1973, 5.30-7.30pm. Open to all.

Terotechnology in the process industries (theme–Reduction in Costs), The Institution of Mechanical Engineers Conference, University of Durham, March 27-28, 1973. Entry by ticket, open to all.

Terotechnology Conference (theme–New Ideas for Industrial Cost Reduction), Bristol, May 9–12, 1973. Tickets from The Institution of Plant Engineers.

Corrosion and Corrosion Protection Conference (with emphasis on pressure vessels). The Institution of Mechanical Engineers, London, May 16-17, 1973. Entry by ticket, open to all.

Tribology Exhibition (in conjunction with publication of designers' Tribology Handbook), Design Centre, London, July 11-August 4, 1973.

'A common feature of these industrial technologies is that for each of them there is a large stock of existing knowledge arising from past research, much of it funded by Government. Increased application of this knowledge offers the prospect of very considerable improvements in industrial efficiency. The total potential savings to industry could amount to £1500 million a year.'

Gilbert A. Hunt, CBE,
(Chairman, DTI Committee for Industrial Technologies)

Department of Trade and Industry (M4) Room 540, Abell House, John Islip Street, London SW1P 4LN

Name_____ (BLOCK CAPITALS PLEASE)

Position in Company_____

Company_____

Address_____

_____

Industry_____

Please send me information on:

Tribology 1 ☐ Terotechnology 2 ☐ Corrosion 3 ☐

Materials Handling 4 ☐

I am particularly interested in:

Advisory Centres and Services 5 ☐ Literature 6 ☐

Courses and Events 7 ☐ Films 8 ☐

THE COMMITTEE FOR

Industrial Technologies

02

Issued by the Department of Trade and Industry

PARLIAMENT

Supplementary questions and answers on the items in these pages are published in *Hansard*

MONDAY, MARCH 12

Monopolies Commission report on chlordiazepoxide and diazepam

Mr. Walker was asked if he had received the report of the Monopolies Commission on the supply of chlordiazepoxide and diazepam.

'Yes,' he replied. 'The report will be laid before, Parliament and published as soon as possible.'

Beer supply

Sir Geoffrey Howe was asked to make a statement on the most recent ruling given by the European Court of Justice on the beer supply system to a chain of tied houses; and 'how this ruling will affect the monopolies situation in the British brewing industry,' and also to list the provisions of the Treaty of Rome relating to the beer supply system, and to indicate the changes that would be needed in the system operated by British brewers in relation to tied houses in order to bring it into conformity with the requirements of the Treaty. Sir Geoffrey answered that administration of Article 85 of the Treaty of Rome was a matter for the European Commission. The Commission would no doubt take into account any relevant ruling of the European Court and any other relevant matters in considering the tied-house system of beer supply in the Community.

In answer to a request to list the individual brewery companies he had met to discuss the implications of the Monopolies Commission report on beer supply; when he would be in a position to announce his proposals for changes in the present licensing and supply system. Sir Geoffrey said: 'The Brewers' Society has usually represented the brewing industry in discussions about the Monopolies Commissions's report on the supply of beer. My officials have in addition had contacts on matters arising from the Commission's report with Allied Breweries, Bass Charrington, Greenall Whitley and Whitbread. My Rt. Hon. Friend the Home Secretary is not yet able to announce his views on the report of the Erroll Committee on Liquor Licensing which was published only in December 1972.' Sir Geoffrey was also asked what changes there had been in the monopoly position of the brewery industry since it was reported on by the Monopolies Commission in 1969. He answered that the Commission found that monopoly conditions prevailed in the supply of beer because at least one-third of the beer supplied for retail sale in the licensed premises in the United Kingdom was supplied by persons who restricted competition in that, as owners of licensed premises, they prescribed the brands of beer which could or could not be sold in those premises. No brewery company or group of interconnected brewery companies individually had a monopoly through supplying one third of the market. 'This is still the case', said Sir Geoffrey. 'Though some major brewery companies have increased their share of the market somewhat since the Commission reported none is believed to supply more than about one-fifth of the market for beer in the United Kingdom.' Asked is he would revise the criteria governing references to the Monopolies Commission so that all bids within the brewery sector would be referred for scrutiny, Sir Geoffrey said: 'I am satisfied that no changes are needed other than those provided by the Fair Trading Bill at present before Parliament. I shall continue to examine carefully all brewery mergers, as others falling within the scope of the relevant legislation.'

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe

Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway

Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine

Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman

Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Generalised System of Preferences

A Member asked if, in aligning its Generalised Preference Scheme with that of the EEC, Great Britain would be accepting the principles of the EEC scheme, even though precise details still remained to be worked out. Sir Geoffrey Howe said: 'In current discussions about the alignment of the United Kingdom's Generalised System of Preferences with that of the EEC the starting point is necessarily the existing Community scheme but with the Summit directive, calling for an improvement in generalised preferences, well in mind.'

Steel plant closures

A Member asked if the Secretary of State was free to undertake retiming the steel plant closures or modify his proposals in the investment programme he had announced to take into account a review of the closures, without consulting the EEC. Mr. Boardman replied: 'Responsibility for such decisions rests with the Corporation though they would consult me about any major changes to the investment strategy already approved by the Government and obtain Government approval to each annual investment programme. There is no requirement to consult the Commission but all Community steel undertakings have an obligation under the Treaty of Paris to notify significant investment proposals or reductions in production capacity to the Commission in advance.'

In response to a request for a further statement on the work of the task forces set up to deal with specific areas arising from steel plant closure proposals. Mr. Grant said: 'The five task forces—at Shotton, Cardiff, Ebbw Vale, Hartlepool and Workington—have all held a number of meetings and are consulting a wide variety of local interests, including the trade unions, British Steel Corporation, local authorities and other interested parties. I expect to receive the report of the Workington task force in a few weeks' time. Interim reports from the other task forces are expected next month.'

Investment in manufacturing industry

In reply to a question on the amount of private investment in manufacturing industry in 1971 and 1972, respectively; and the anticipated level in 1973, Sir Geoffrey Howe said that on the basis of the provisional estimate for the fourth quarter of 1972, the volume of manufacturing industry's fixed capital expenditure in 1972 was estimated as £1,359 million at 1963 prices. The corresponding estimate for 1971 is £1,514 million. The forecasts provided by manufacturing industry in November/December 1972 to the Department of Trade and Industry suggested a rise in 1973 in the range of 2 to 5 per cent followed by a strong increase in 1974.

More recently, as noted in the Financial Statement and Budget Report 1973-74 (Part I, paragraph 23), the inquiry carried out by the Confederation of British Industry suggested a stronger picture for 1973.

An increase in 1973 around the upper end of the range suggested by the Department of Trade and Industry's intentions inquiry now seemed likely.

Aircraft noise

Mr. Heseltine told a Member who asked if local authorities whose areas were affected by aircraft noise would be subsidised to enable them to meet in full the cost of double glazing of homes occupied by a single person or a married couple who were pensioners, that noise insulation grants schemes at airports, such as Heathrow, which came within the responsibility of the Secretary of State were financed not by local authorities but by the airport authority. At Heathrow the maximum grant available to all those eligible, including pensioners, was already 100 per cent of £360 in certain areas very close to the airport, and elsewhere 75 per cent of £275. Additionally, a 100 per cent grant was available in all areas of the scheme in cases involving per-

sons, otherwise eligible for grant, in receipt of the higher rates of attendance allowance. The question of extending the 100 per cent grant to cover all pensions was carefully considered when the terms of the Heathrow Scheme were reviewed and improved last year but it was decided that such an extension could not be justified.

Coal output

Mr. Emery gave the following information in answer to a question about the value of the output of the British coal industry in each of the past five years at constant prices.

Total value of output of the deep-mined coal industry at 1967/8 prices

	£m
1967/8	800
1968/9	730
1969/70	680
1970/1	640
1971/2	510

Regional employment premiums

In answer to a question about consultations with industry in the Northern Region in respect of the regional employment premiums, Mr. Grant said: 'The Government will be consulting both sides of industry during the period ahead about implementation of the statement made by my right hon. Friend the Chancellor in his 1972 Budget speech that REP would be phased out from September 1974.'

TUESDAY, MARCH 13

Exports of computers

A Member who asked what was the value of British exports of computers in each of the past five years, was told by Mr. Grant that information for the years 1968 to 1971 was given in *UK Overseas Trade in Electronic and Telecommunication Equipment 1971*; the figure for 1972 was £138 million.

Financial support to PERA

Details were requested of the financial support given annually from public funds to the Production Engineering Research Association. Mr. Onslow answered that for the period January 1, 1973 to December 31, 1974 the Department would make an annual grant of 50 per cent of the income raised by the Association from UK Industry for co-operative work, provided that a minimum of £350,000 was raised in each year and subject to a maximum total annual grant of £220,000. In the years 1967-1972 the Association had received a grant ranging between £165,000 and about £195,000.

Expenditure on nuclear fusion research

Mr. Emery said, in answer to a Member who asked if the Government were contemplating granting increased funds for nuclear fusion research in line with spending in the USA and USSR; 'The Government is currently considering the future level of UK expenditure on nuclear fusion research.'

Holland-Martin report

Mr. Onslow was asked which recommendations of the Holland-Martin Committee Report had so far been implemented, stating at what time they were implemented, in which statute and/or statutory regulation or, if by industrial agreement, when the industrial agreement was made, and what further steps the DTI was taking to implement those recommendations still outstanding, which recommendations were subject to current discussions in the fishing industry and which it was the Government's intention not to implement at present. Mr. Onslow said: 'Of the total of 83 recommendations in the Holland-Martin Committee's Report, all of which have been accepted in principle, 45 required legislative or other action by the Government and the remainder were for implementation by industrial agreement.

'Powers to regulate safety of construction and equipment were taken in the Fishing Vessels (Safety Provisions) Act, 1970 and to regulate working conditions in the Merchant Shipping Act, 1970.

'A framework of regulations to govern safety construction and equipment has been developed with the main sections of the industry but the related survey arrangements are still under consideration. The framing of Rules on such matters as periods of rest at sea, particularly in relation to near and middle water vessels, is posing a number of problems. A support ship has been provided for the past three years. I regret that I do not have particulars of relevant industrial agreements in the form requested but good progress has been made.

'A special Unit is being set up within the Department to speed up the implementation of outstanding recommendations and I am writing to the Hon. Member suggesting that he might wish to discuss detailed recommendations and progress on them with the Head of the Unit.'

Advance factories

A question on the general criteria employed in selecting areas for the siting of advance factories was answered by Mr. Grant, who said: 'The unemployment rate, possible redundancies, jobs in prospect in the locality, the availability of existing factories and of suitable sites are all taken into account in deciding where to build advance factories.'

Mr. Grant also answered questions on advance factories in Penygroes and Morpeth.

WEDNESDAY, MARCH 14

North Atlantic air fares

In answer to a request for a statement about the Secretary of State's talks with the American aviation authorities on air fares on the North Atlantic route after April 1, 1973. Mr. Onslow said: 'I regret that we have not reached agreement with the United States aviation authorities on the new cheap air fares which our airlines wish to apply on scheduled services across the North Atlantic from April 1, 1973. We and our European Civil Aviation Conference colleagues consider therefore that the sensible course is to continue with the existing fares for this summer, and we have urged our airlines now meeting in the International Air Transport Association to seek agreement on this basis.'

Export of scrap metal

Mr. Emery was asked if legislation would be introduced to ban the export of scrap metal from the United Kingdom, 'No', he replied, 'but export control arrangements are kept under review. Over 90 per cent of ferrous scrap is banned from export.'

Concorde

Referring to 'the nuisance already suffered by people living in the area on account of military aircraft training,' a Member asked if the Concorde's flight path for future training runs would be rearranged so as to avoid any part of West Wales, and also for an undertaking that future Concorde tests would not involve supersonic flying over Cardigan Bay. Mr. Onslow answered: 'No. The West Coast route was chosen for a limited number of special test flights because it offered the best combination of the essential technical and safety requirements with the need to minimise disturbance to the public.'

THURSDAY, MARCH 15

Investigating committees and commissions

Mr. Walker was asked to list the names of the committees or commissions set up to investigate various matters for which he had responsibility and which had reported since January 1971 or which were still serving; if he would give the name of the chairman and the number of men and women members of each body, respectively; and the date of the issue or anticipated issue of the report. Mr. Walker gave the following list:

Name	Chairman	Members		Date of Report
		Men	Women	
Monopolies Commission	Sir Ashton Roskill	17	1	Reports on references from time to time
Committee of Inquiry on Small Firms	Mr. J. E. Bolton	3	0	November 1971
Committee on Property Bonds and Equity Linked Life Assurance	Sir Hilary Scott	7	1	Mid-1973
Committee on Trade Mark Law and Practice	Mr. H. R. Mathys	5	1	End-1973

Trade with Japan

Asked if he was satisfied with the present trading arrangements between the UK and Japan, Sir Geoffrey Howe said: 'These arrangements are working reasonably well, but I am sure that there is scope for improving them.'

Joint-stock companies

A question was asked on progress made by the Council of Ministers in drafting the Fifth Directive relating to the harmonisation of the law affecting joint-stock companies and providing for worker participation in supervisory and management boards. Sir Geoffrey Howe said: 'A proposal for a Fifth Directive was submitted by the Commission to the Council towards the end of last year. In accordance with Community procedure the Council asked the Assembly and the Economic and Social Committee for their opinions on the proposal. These have not yet been given. As drafted, the directive would apply in the original Member States to companies of the Société Anonyme type, and it is to be expected that it would apply in the United Kingdom to public companies. A company to which the directive applied would be required to have a supervisory board and a management board. If the company employed 500 or more workers it would also be required to ensure that the workers were represented on the supervisory board.'

Control of exports

In answer to a question on those industries with a ban or limit placed upon exports, Sir Geoffrey Howe said: 'Exports are not restricted by industries. Goods prohibited from export except under licence issued by this Department are published in the *Export of Goods (Control) Order 1970* as amended.'

Packaging

In answer to a suggestion that statutory instruments should be issued under the Weights and Measures Act 1963 to deal with the problem of deceptive packaging of products such as deceptive glass shapes and partially filled boxes, Mr. Emery said: 'This problem does not fall clearly within the scope of weights and measures law. Although it also falls outside the Fair

(*continued on next page*)

PARLIAMENT
continued

Trading Bill, as drafted, I am considering the possibility of an amendment which would permit the Director-General of Fair Trading to recommend action in this field.'

Radioactive wastes

Stating that radioactive wastes from nuclear facilities from the present programme had been provided in specially designed structures, a Member asked for how many years it was expected that these would have to be isolated to prevent danger to humans and the environment. Mr. Emery answered that a relatively small bulk of radioactive wastes arising from reprocessing of nuclear fuel would need to be stored under careful control for some hundreds of years. A fraction of this waste might need to be stored for an indefinite period. The present arrangements were such as to provide permanent protection for the community.

Mr. Emery was also asked, in view of the expansion of the nuclear programme, what provision would have to be made to accommodate additional radioactive waste from power stations. He said that an increase in the nuclear power programme would lead to a small increase in the volume of waste for storage. The cost of the extra storage after initial treatment would be small in relation to that of the programme as a whole, and storage would be provided by British Nuclear Fuels Limited.

Continental Shelf

Mr. Grant was asked how many British-based companies were involved in offshore pipelining technology and pipe laying; and what contribution they had made to Continental Shelf developments in the UK North Sea. He replied that British-based firms had not yet been involved as main contractors in pipelaying on the UK Continental Shelf. Mr. Grant continued: 'I am, however, aware of several British-based firms which are actively studying the problems involved in offshore pipelaying, including advanced technology methods.'

BSA Ltd.

Mr. Chataway was asked what discussions his Department had had with BSA Ltd. about the future of the company and if he would make a statement. He said: 'I am having discussions not only with BSA but with Manganese Bronze, whose subsidiary Norton Villiers, is the second largest British motor cycle manufacturer. Manganese Bronze has expressed an interest in taking over all or part of BSA and has put certain proposals to the Government. I will keep the House informed of the outcome of these further discussions.'

Smokeless fuels

A Member asked Mr. Emery to indicate the average heat content of smokeless fuels compared with domestic house coal, and state by how much the former fell short of the latter.

'The average calorific value of the various solid smokeless fuels supplied for the domestic market is in the region of 12,500 BTU/lb, and is substantially the same as that of house coal,' he answered.

FRIDAY, MARCH 16

Oil production off Scottish coast

An estimate was asked for of likely oil production from off the coast of Scotland in 1980, in the light of recent remarks by Mr. F. G. Thackeray of IMEG. Mr. Emery said that the current estimate was 75 million tons but estimates were reviewed in the light of the results of the annual drilling programmes. He could not anticipate the results of the present review but hoped that they would be announced shortly.

Unsolicited Goods and Services Act

In reply to a question on representations about directory entries under the Unsolicited Goods and Services Act 1971, Mr. Emery said that a number of complaints had been received about documents circulated by directory publishers. These had been passed to the police, who were responsible for the enforcement of the Unsolicited Goods and Services Act 1971.

Advance factories

The following information was given by Mr. Grant in reply to questions about advance factories planned to be completed in the years ending December 31, 1973 and 1974 in intermediate areas and in development areas.

	Number of advance factories at present planned for completion in Intermediate Areas	Sq. ft.
Year ending December 31, 1973	10	130,000
Year ending December 31, 1974	3	110,000

The figures include completions under previous programmes.

	Number of advance factories at present planned for completion in Development Areas	Sq. ft.
Year ending December 31, 1973	18	342,000
Year ending December 31, 1974	49	829,000

The figures include completions under previous programmes, replacement factories authorised in Special Development Areas and Development Commission factories.

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division

Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland

314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office

29a High Street, Inverness
Tel. Inverness 30867

Office for Wales

Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office

City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

Northern Regional Office

Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office

Town Hall, Cockermouth, Cumberland
Tel. Cockermouth 3498/9
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office

Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office

Five Ways House, Islington Row, Birmingham, B15 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office

Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. Nottingham 46121. Telex 37143 DTI NOTTM

South-Western Regional Office

The Pithay, Bristol, BS1 2PB
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce

Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1.051	317	734
1972				125 p	178 p		−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	89	41	−1	−44	130	−62	192
2nd qtr	122	119	141	140	168	−67	−114	11	38	301	118	183
3rd qtr	123	120	141	140	168	−34	−59	−9	6	360	181	179
4th qtr	124	122	142	134	167	36	−21	−6	36	260	80	180
1972 1st qtr	121	123	145	137	167	−149	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−105	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−86	−114	4	−24	−113	−284	171
4th qtr				121 p	183 p		1	11	−6	−43 p	−233 p	190 p
% change latest 2 quarters:												
on prev. 2 quarters	+2.3	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+2.3	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services) ‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			at 1966 prices	monthly averages	Index‡					thousands		thousands	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands									4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972			110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1970 4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	81.7	582	2.5	176	199	190
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	126.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	121.7	125.0	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.8	129.2	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.1	131.9	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	132.1	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	242	258
May	129.5	129.7	108.0	150	162.6	6.1	136.2	143.4	98.1	833	3.7	135	208	215
Jun	129.2	129.1	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.7	131.6	112.5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	198
Aug	129.6	131.7	111.9	156	165.5	6.6	139.6	146.0	103.5	808	3.6	147	137	182
Sep	131.1	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	131.3	133.7	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	260
Nov	132.2	135.1	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	239	261
Dec	132.9	136.2	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3.2	188	235	255
1973 Jan	132.3	134.1	114.2	154 p	171.3	7.7	157.6 p	150.3 p	108.4 p	703	3.1	201	247	264
Feb							162.0 p	151.0 p		660 p	2.9 p	238	252 p	269 p
% change latest 3 months:														
on prev. 3 months	+1.4	+1.9	+2.1	+1.7	+2.0		+9.0	+1.5	+2.2	−10.6		+26.7	+1.9	+0.4
on a year earlier	+6.5	+6.3	+7.8	+12.6	+7.7		+16.8	+6.6	+14.6	−19.0		+72.5	+16.0	+29.4

(‡) Not seasonally adjusted (§) On a balance of payments basis.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

UK OVERSEAS TRADE

The current account of the United Kingdom balance of payments

Monthly presentation

THE following article contains the latest figures of United Kingdom overseas trade—those for February 1973. The presentation has been revised from that used for earlier months in order to place the overseas trade figures for the latest month into perspective as a constituent element of the current account of the balance of payments.

The first part of the article has a short text, on similar lines to that which has been previously provided under the heading 'General Assessment'. This gives, for the latest month, an estimate of the level at which the current account is running, derived from the visible trade balance and an estimate of the running level of the surplus on visible transactions. Additionally there is a table giving running three month averages to indicate trends in the current account. This includes figures for the invisible balance which, for recent months, are projections based on past trends since monthly information on invisible transactions is not available. These projections will be subject to revision as relevant statistical information becomes available. The material provided on visible trade continues as in past press notices.

Estimates of the surplus on invisible transactions

Various methods have been investigated by the Central Statistical Office to estimate the monthly surplus on invisible transactions. The most suitable approach appears to be to calculate a smooth trend of the moving average type from the past quarterly series (figures of which are published in *Economic Trends* and repeated in the summary table in the first part of the article) and to extrapolate this to the period of the projections. Work on improvement of the methods of projection appropriate for this series will continue in the Central Statistical Office.

Apart from past quarterly figures there may be some other information known about factors affecting the invisible balance in a particular period. In general, it is proposed not to make amendments based on such information to the trend derived from the past quarterly series since it would be incomplete and may well be offset when more complete information is available. However the projections will be modified if it is considered that certain very important factors could significantly alter the trend. At present two such significant factors are being taken into account in making the projections. These are an allowance for the payments to, and receipts from, the European Communities' Budget which commenced in January 1973 (a net reduction in the invisible surplus) and an allowance for the effect on the sterling value of the United Kingdom's net foreign currency earnings arising from the float of the pound (a net addition to the invisible surplus.)

Analysis of the performance in the past periods of the projection method adopted suggests that the difference between the monthly averages of the first published quarterly figure of the invisible balance and of the projections for the same period is unlikely to exceed £8 million.

Current account for the month of February 1973

IN February 1973, the current account is estimated to have been running at a deficit of £21 million. The deficit on trade in goods was £77 million, seasonally adjusted, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £56 million.

CURRENT ACCOUNT: THREE MONTHLY ANALYSIS

£ million per month seasonally adjusted

	Current balance	Visible balance: trade in goods	Invisible balance: services and other transactions (see Note (h) to editors)
1972 1st Quarter	+20	−40	+60
2nd Quarter	+38	−18	+56
3rd Quarter	−38	−95	+57
4th Quarter	−14	−77	+63
1972/73 Nov-Jan	−26	−87	+61*
Dec-Feb	−23	−81	+58*

* These figures are projections and are subject to revision as the relevant statistical information becomes available. Past experience suggests that they are unlikely to differ by more than £8 million a month from the first published quarterly estimates.

Visible trade

a. Summary. In February, the deficit on visible trade was £77 million, seasonally adjusted; the value of exports was £900 million and the value of imports was £977 million.

In the first two months of this year there was an average monthly deficit on visible trade of £78 million compared with £86 million in the second half of last year.

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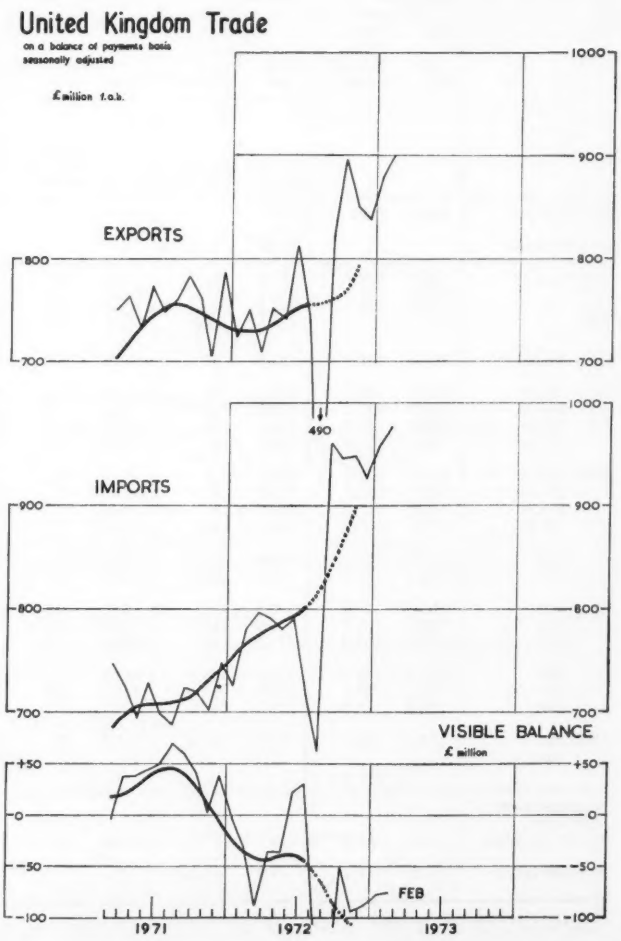

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

	Exports (fob)	Imports (fob)	Visible balance
1971	733	707	+ 26
1972	761	819	− 58
1971 1st quarter	664	684	− 20
2nd quarter	755	716	+ 39
3rd quarter	763	702	+ 61
4th quarter	750	723	+ 27
1972 1st quarter	728	768	− 40
2nd quarter r	769	787	− 18
3rd quarter r	686	781	− 95
4th quarter r	862	939	− 77
September r	822	961	−139
October r	895	945	− 50
November r	853	947	− 94
December r	838	926	− 88
1973 January pr	881	959	− 78
February p	900	977	− 77
1972 Sept.-Nov.	857	951	− 94
Dec.-Feb. 1973 p	873	954	− 81

p Provisional estimates.
r Revised estimates.

TABLE 1A. Three-monthly averages**

	Exports (fob)	Imports (fob)	Visible balance
1972 March	728	768	− 40
April	738	789	− 51
May	735	789	− 54
June	769	787	− 18
July	767	763	+ 4
August	683	724	− 41
September	686	781	− 95
October	736	857	−121
November	857	951	− 94
December	862	939	− 77
1973 January	857	944	− 87
February	873	954	− 81

** Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (fob)	Coverage adjustments	Net allowance for factors affecting recording †	Balance of payments basis (fob)
1971	765	−41	+ 9	733
1972	812	−51	—	761
1971 1st quarter	680	−30	+14	664
2nd quarter	781	−41	+15	755
3rd quarter	798	−46	+10	763
4th quarter	801	−46	− 5	750
1972 1st quarter	775	−48	—	728
2nd quarter	818	−49	—	769
3rd quarter	735	−49	—	686
4th quarter r	921	−59	—	862
September	871	−49	—	822
October r	954	−59	—	895
November r	914	−61	—	853
December	893	−55	—	838
1973 January pr	937	−57	—	881
February p	958	−58	—	900
1972 Sept.-Nov.	913	−56	—	857
Dec.-Feb. 1973 p	930	−57	—	873

§ Components and totals are rounded independently.
† See Note 1(e).
p Provisional estimates.
r Revised estimates

b. Exports. The value of exports in February was £900 million, seasonally adjusted, on a balance of payments basis. This high level of trade was a result of increased shipments to most major areas, and provides further evidence of the upward trend in exports.

So far this year exports have, on average, increased by 15 per cent compared with the second half of last year. Deliveries to Western Europe rose by 12 per cent, to North America by 23 per cent and to all other markets in aggregate by 13 per cent.

The monthly average of exports of manufactured goods increased by 15 per cent between July-December 1972 and January-February 1973. Within this wide range of commodities there were notable rises in exports of road motor vehicles (18 per cent) and chemicals (17 per cent). Among non-manufactured goods exported—which also increased by 15 per cent—deliveries of basic materials expanded by 22 per cent and shipments of food, beverages and tobacco rose by 17 per cent.

TABLE 3. IMPORTS

Seasonally adjusted values § — £ million per month

	Overseas Trade Statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob)
1971	818	− 86	−26	707
1972	930	− 86	−25	819
1971 1st quarter	792	− 87	−21	684
2nd quarter	820	− 87	−18	716
3rd quarter	816	− 84	−30	702
4th quarter	844	− 86	−35	723
1972 1st quarter	879	− 81	−30	768
2nd quarter	892	− 86	−19	787
3rd quarter	890	− 82	−27	781
4th quarter r	1,057	− 95	−23	939
September	1,087	− 97	−28	961
October r	1,066	−100	−20	945
November r	1,067	− 98	−22	947
December r	1,039	− 88	−25	926
1973 January pr	1,089	−102	−28	959
February p	1,097	−102	−19	977
1972 Sept.-Nov.	1,073	− 98	−24	951
Dec.-Feb. 1973 p	1,075	− 97	−24	954

§ Components and tables are rounded independently.
p Provisional estimates.
r Revised estimates
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc.

TABLE 4. Recorded values

Overseas trade statistics basis

£ million per month

	Exports fob ††	Imports cif ‡
1971 1st quarter	673.4	811.3
2nd quarter	794.9	829.3
3rd quarter	767.4	790.0
4th quarter	822.9	847.3
1972 1st quarter	770.7	905.7
2nd quarter	843.9	910.6
3rd quarter	683.3	850.0
4th quarter	950.7	1,052.1
December	857.2	968.9
1973 January r	966.4	1,231.2
February p	897.6	1,021.9

†† No adjustment has been made in this table for special factors affecting the recording of exports (see Note 1(e)).
‡ Including arrivals of US military aircraft.
p Provisional estimates.
r Revised estimates.

(continued on next page)

Are any of these your PROBLEMS?

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UK TRADE IN FEBRUARY
continued

Exports by Areas

on an Overseas Trade Statistics basis excluding adjustments for special factors affecting recording

£ million f.o.b. seasonally adjusted

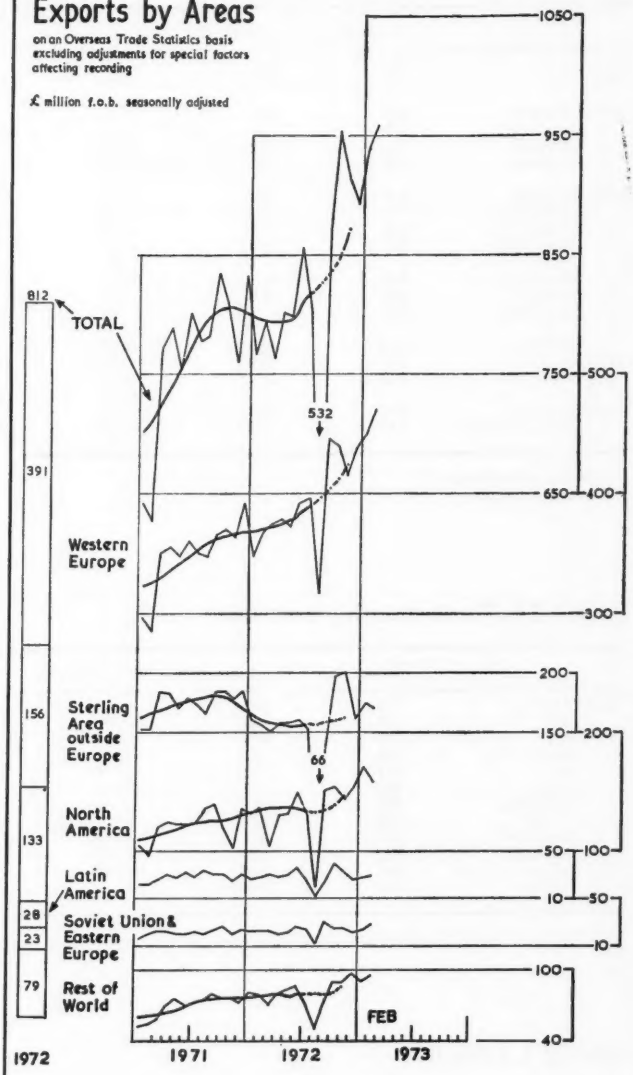


TABLE 5. EXPORTS: AREAS¶

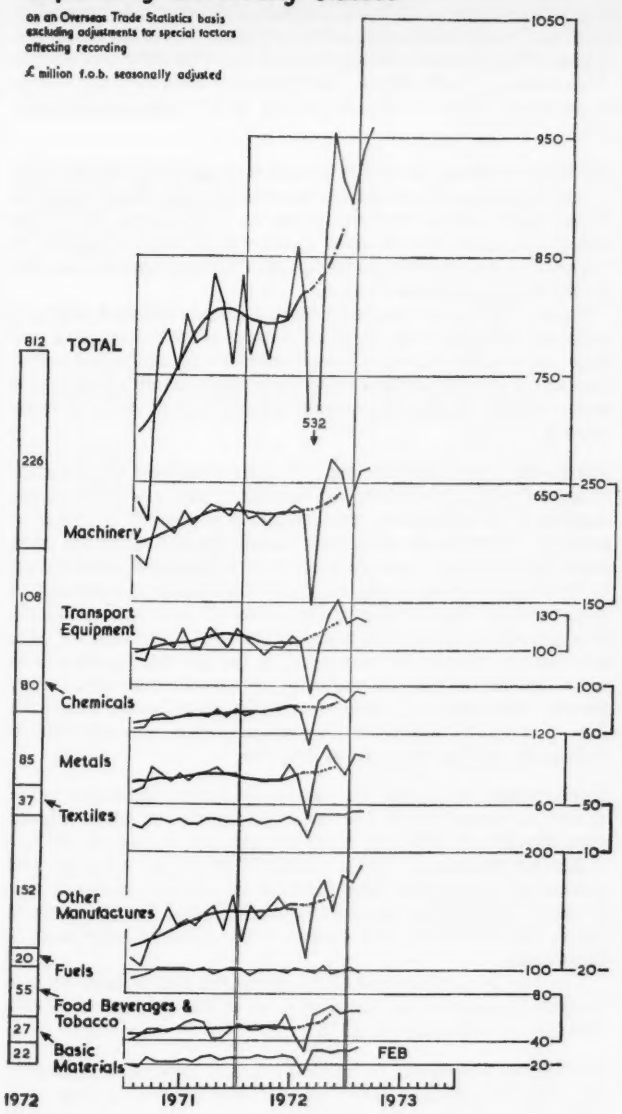
Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

		Total	Sterling area outside Europe	Western Europe inc. Irish Republic*			North America	Latin America	Soviet Union and Eastern Europe	Rest of world
				Total*	EEC*	EFTA*				
1972		812	156	391	245	112	133	28	23	79
1972	1st qtr.	775	155	363	230	105	127	28	22	76
	2nd qtr.	818	159	381	239	108	137	31	23	83
	3rd qtr.	735	121	387	241	113	117	21	22	65
	4th qtr.	921	187	431	269	124	151	33	24	93
	December	893	162	438	273	122	153	25	23	98
1973	January	937	174	450	284	135	170	28	25	90
	February p	958	170	469	297	135	158	31	28	96
1972	Sept.-Nov.	913	180	435	271	125	150	33	27	84
	Dec.-Feb. 1973 p	930	169	452	285	131	161	28	25	95

¶ See Note 1(b).
p Provisional estimates.
* See Note 1(g).

Exports by Commodity Classes



c. Imports. In February imports were £977 million, seasonally adjusted, on a balance of payments basis. In the first two months of this year the monthly average of imports was 13 per cent higher than in the second half of 1972. Contributing to this growth were the effects of the floating of the £, higher world prices for some commodities and an increase in the volume of imports reflecting the expansion of the home economy.

Of the major commodity groups, imports of basic materials increased strongly, by 20 per cent, between the second half of last year and the first two months of this; deliveries of fuel increased by only 6 per cent between the same periods while the rise in most other commodity groups was about the same as for total imports.

Among our main sources of supply, imports from Western Europe in January/February were 13 per cent above the average level in the second half of last year. The rise in imports from North America was 18 per cent and from all other sources in total, 10 per cent.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Tables 2 and 3 of this press notice. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual *Pink Book, United Kingdom Balance of Payments 1972* (Table 6 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note (a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3.

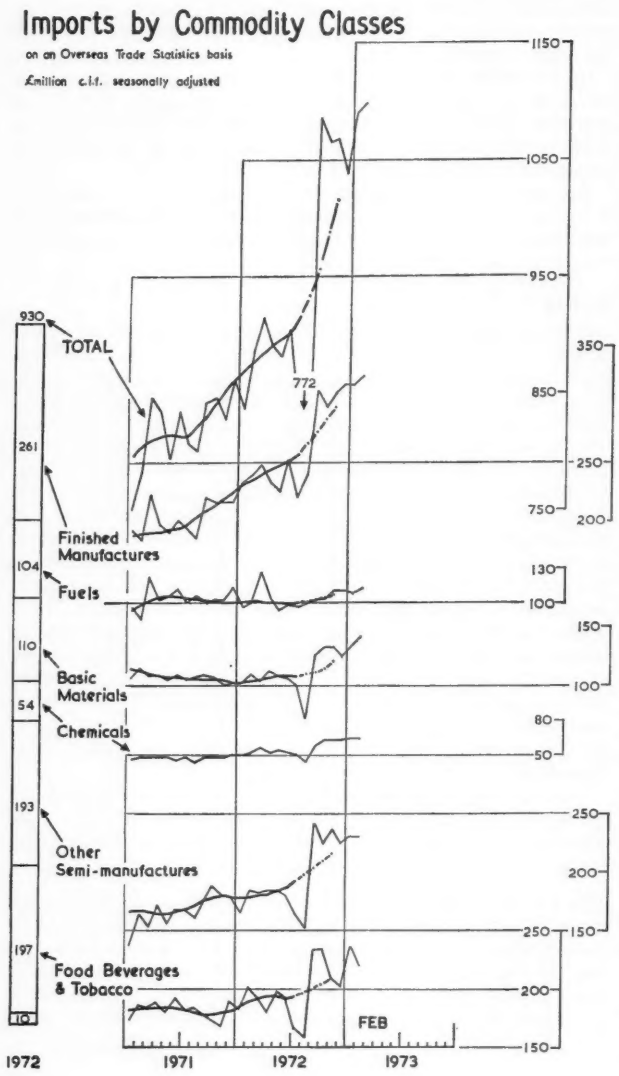
(*continued on next page*)

TABLE 6. EXPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values — £ million fob per month

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1972	812	55	27	20	688	335	226	76	32	80	85	37	152	22
1972 1st quarter	775	52	26	19	657	323	219	73	32	77	81	36	141	22
2nd quarter	818	55	26	20	691	334	226	78	27	82	85	38	156	24
3rd quarter	735	46	23	20	619	297	205	61	32	71	75	33	141	21
4th quarter	921	67	31	21	786	384	254	94	37	91	97	42	169	22
December	893	64	32	20	752	355	234	96	30	87	85	41	181	23
1973 January	937	66	32	21	796	385	259	94	32	96	102	43	175	21
February p	958	67	35	19	815	387	262	88	37	94	101	44	188	24
1972 Sept.-Nov.	913	67	31	20	779	381	257	84	39	90	101	42	162	23
Dec.-Feb. 1973 p	930	66	33	20	788	376	252	93	33	92	96	43	181	23

¶ See Note 1(b).
p Provisional estimates.



Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this press notice are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note (a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over the three or more months.

1(d) Trends. Even after allowing for seaonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry*, August 19, 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article published in *Trade and Industry*, February 15, 1973.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the

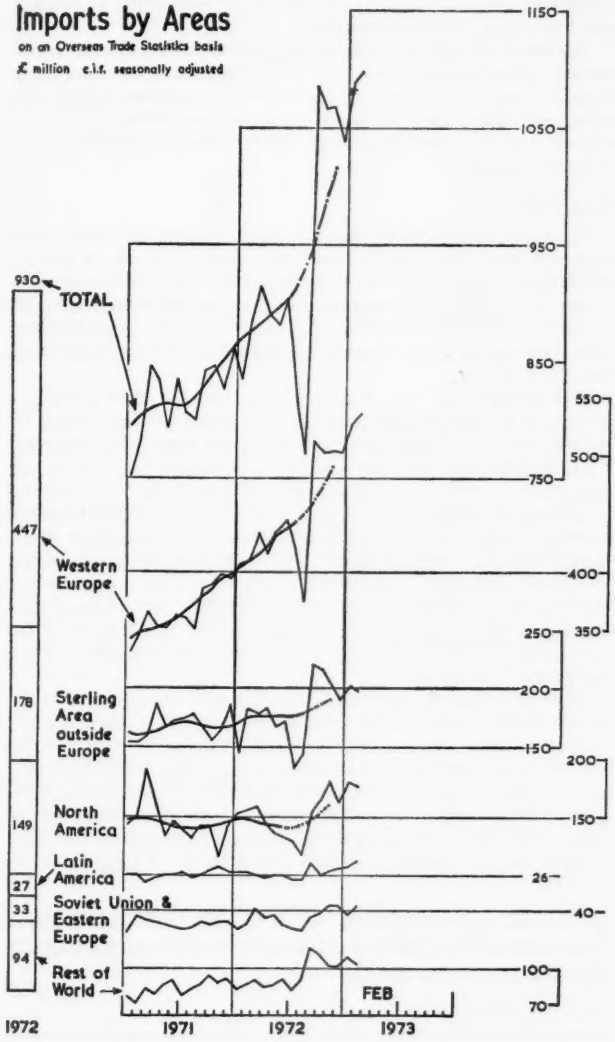
TABLE 7. IMPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1972	930		197	104	358	110	54	193	261		10
1972 1st quarter	879		193	107	333	105	52	177	241		9
2nd quarter	892		191	99	344	109	53	183	237		13
3rd quarter	890		187	100	336	100	50	186	258		10
4th quarter	1,057		215	108	419	129	62	228	308		10
December	1,039		202	110	409	123	62	224	317		9
1973 January	1,089		237	109	427	133	64	231	317		9
February p	1,097		220	111	434	142	63	229	324		9
1972 Sept.-Nov.	1,073		226	106	425	130	61	234	306		10
Dec.-Feb. 1973 p	1,075		220	110	424	133	63	228	319		9

p Provisional estimates.
¶ See Note 1(b).

shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statisitcal Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.



1(g) Area analyses of trade. To take into account the change in composition of selected areas arising from the entry on January 1, 1973 of the Irish Republic and Denmark into the enlarged EEC the area headings in Tables 5 and 7 of this article have been revised or redefined. Figures for the Irish Republic are included with those for Western Europe and the EEC and to avoid double counting have been excluded from the Sterling area which has now been designated as 'Sterling area outside Europe'. Figures for Denmark are of course included with those for the EEC and not EFTA. In order to facilitate meaningful comparisons with past periods all figures in both these seasonally adjusted tables are on the present 1973 definition of the selected areas and groups of countries. The analyses in the text are based on the figures in these tables. Standard definitions of all areas and some economic grouping of countries is shown in the January 1973 issue of the *Overseas Trade Statistics of the United Kingdom* published on February 27.

1(h) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including transport, travel, and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

2 Overseas trade statistics. Detailed particulars of United Kingdom imports and exports for February will be published on or around March 29† and further analysis of the figures will be found in Tables 125 and 143 in the *Monthly Digest* for April‡ due to be published in the second week of May.

† *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £1.85 (annual subscription £25.05)
‡ *Monthly Digest of Statistics*, published by HMSO, price 63p (annual subscription including supplement of Definitions and postage, £8.60).

Information on 'T & I' material

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TABLE 8. IMPORTS: AREAS¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft etc.	Sterling area outside Europe	Western Europe inc. Irish Republic*			North America		Latin America	Soviet Union and Eastern Europe	Rest of World
				Total*	EEC*	EFTA*	Total	Excl. US military aircraft etc.			
1972	930		178	447	293	134	149		27	33	94
1972 1st quarter	879		169	416	275	122	155		27	31	86
2nd quarter	892		174	433	284	127	138		26	33	87
3rd quarter	890		165	436	289	133	134		27	26	97
4th quarter	1,057		204	503	326	156	169		29	42	106
December	1,039		191	503	325	157	161		32	45	102
1973 January	1,089		202	528	342	164	180		34	36	110
February p	1,097		198	536	355	162	176		37	45	105
1972 Sept.-Nov.	1,073		214	506	327	158	167		31	38	111
Dec.-Feb. 1973 p	1,075		197	523	341	161	173		35	42	105

p Provisional estimates.
¶ See Note 1(b).
* See Note 1(g).

UK overseas trade in 1972

Provisional figures for United Kingdom Trade in December were published in *Trade and Industry* dated January 18; the article below provides a more detailed analysis of trends. An article on prices appeared in the issue dated March 15.

Summary

IN 1972, there was a deficit on the United Kingdom's visible trade of £692 million; this followed the surplus of £12 million in 1970 and the exceptional surplus of £317 million in 1971, which were two of only four years since 1946 (when official estimates of the visible balance began) that surpluses were recorded. Net invisible earnings are estimated to have been £710 million, not very different from the £734 million recorded in 1971. As a result, the change to a small surplus of £18 million on the current account of the balance of payments from the exceptionally large surplus of £1,051 million in 1971 almost completely resulted from the difference between visible trade in the two years.

The value of exports increased by 4 per cent in 1972 following three years of strong growth (the average annual rate of increase between 1968 and 1971 was 12 per cent); prices were about 5 per cent higher than in 1971, and the volume of exports fell slightly between the two years.

An important factor affecting the United Kingdom's export performance last year was the relatively slow growth in world trade of manufactures. Of particular importance to the United Kingdom was a reduction in import demand in the Sterling Area between the second half of 1971 and the first half of 1972. As a result, our exports to this important market fell. However, in the second half of last year there were signs of a recovery in the growth of United Kingdom exports, although this was lessened to a small extent by the effects of the dock strike in the summer.

Imports increased by 16 per cent in value in 1972, a rather faster rate of increase than in recent years (the average annual rate of growth between 1968 and 1971 was 7 per cent). About a third of the increase was due to higher prices, which reflected not only increases in commodity prices but also the effect of the depreciation of the £ following its floating in the middle of the year. The volume of imports increased by about 11 per cent; this was due almost entirely to a substantial increase in imports of manufactured goods which accompanied the strong increase in consumers' expenditure between 1971 and 1972.

With export prices rising by 5 per cent between 1971 and 1972, and import prices increasing at about the same rate the swing in the visible balance reflected the strong growth in the volume of imports coupled with the slight decline in the volume of exports.

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values
Percentage change on a year earlier in italics

£ million

	Exports (fob) ††		Imports (fob) ‡‡		Visible balance
1958	3,406	*−3*	3,377	*−5*	+29
1959	3,523	*3*	3,640	*8*	−117
1960	3,733	*6*	4,140	*14*	−407
1961	3,891	*4*	4,043	*−2*	−152
1962	3,993	*3*	4,095	*1*	−102
1963	4,282	*7*	4,362	*7*	−80
1964	4,486	*5*	5,005	*15*	−519
1965	4,817	*7*	5,054	*1*	−237
1966	5,182	*8*	5,255	*4*	−73
1967	5,122	*−1*	5,674	*8*	−552
1968	6,273	*22*	6,916	*22*	−643
1969	7,061	*13*	7,202	*4*	−141
1970	7,893	*12*	7,881	*9*	+12
1971	8,796	*11*	8,479	*8*	+317
1972	9,135	*4*	9,827	*16*	−692
1970 1st half	3,892		3,868		+24
2nd half	4,001		4,013		−12
1971 1st half	4,258		4,202		+56
2nd half	4,538		4,277		+261
1972 1st half	4,490		4,665		−175
2nd half	4,645		5,162		−517

†† See Table 4.
‡‡ See Table 5.

The realignment of the exchange parities of major currencies in mid-December 1971 probably had little effect on our trading position last year, since the net result was little or no change in the sterling parity compared with the average of our main competitors' parities: on the other hand the floating of the £ in the middle of 1972 had a marked adverse effect on our import bill in the second half of the year as the £ depreciated from $2.60 to $2.35 = £1 at end-December There was not sufficient time by the end of the year for any significant effect on exports to have appeared.

The flows of trade and the monthly and quarterly figures in the second half of last year were distorted by the dock strike in July and August. Totals for the two half years, however, were not greatly distorted and these show that there was a deficit on visible trade of £175 million in the first half of the year, which worsened to £517 million in the second half.

Exports

The value of exports in 1972 was £9,135 million on a balance of payments basis, 4 per cent higher than in 1971. This rate of growth was less rapid than in 1971 when exports were 11 per cent higher than in the previous year. The increase in value resulted entirely from an increase in export prices which between 1971 and 1972 rose by 5 per cent. The volume of our exports fell slightly in 1972 compared with the previous year.

Our performance was largely affected by the slow growth—estimated at about 6 per cent—in the volume of world trade of manufacturers; an increase low by historical standards, indicating the lack of demand for imports which had a resulting impact on our exports. A second factor influencing our exports in 1972 was the effects on the volume of exports of the loss of price competitiveness in recent years. Since mid-1970 our export prices have been rising faster than our main competitors; whilst in the short run this tends to increase the value of our exports, in the long run such a movement will reduce the volume of our exports. The downward float of sterling in the second half of 1972 has helped us to regain some of the past losses of competitiveness and in time this should stimulate the demand for our goods.

The path of exports during 1972 is obscured to some extent by the effects of industrial disputes on the flows of trade. Exports in the first half of last year, which were slightly influenced by the miners' strike and the consequent restrictions on electricity usage, were 1½ per cent lower in value than in the second half of 1971. The most noticeable feature in this decline was a 13 per cent drop in exports to the sterling area—a market which takes about a quarter of United Kingdom total exports—reflecting reduced deliveries to Australia, South

TABLE 2. CHANGES IN VALUE, VOLUME AND UNIT VALUES OF EXPORTS AND IMPORTS ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted except Unit Values

	Exports fob			Imports fob			Terms of trade†
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961 = 100		£m.	1961 = 100		1961 = 100
1963	4,282	108	103	4,362	107	102	100
1964	4,486	112	105	5,005	118	106	98
1965	4,817	117	108	5,054	118	106	101
1966	5,182	122	112	5,255	121	109	103
1967	5,122	120	113	5,674	132	108	105
1968	6,273	137	122	6,916	145	120	101
1969	7,061	149	127	7,202	146	126	101
1970	7,893	154	136	7,881	155	131	104
1971	8,796	160	148	8,478	160	134	110
1972*	9,134	159	157	9,827	177	143	110
1970 1st half	3,892	155	133	3,868	153	131	101
2nd half	4,001	153	138	4,013	157	131	105
1971 1st half	4,258	158	145	4,202	161	133	109
2nd half	4,539	162	151	4,277	159	137	110
1972 1st half	4,490	159	156	4,665	173	139	112
2nd half*	4,644	159	161	5,162	182	148	109

† Export Unit Value Index as percentage of the Import Unit Value Index.
* Provisional.

TABLE 3. RECORDED VALUES (Overseas trade statistics basis)

£ million

	Exports fob‡	Imports cif	
		Total	Excluding US military aircraft, etc
1958	3,391		3,834
1959	3,554		4,087
1960	3,789		4,655
1961	3,955		4,546
1962	4,062		4,628
1963	4,365		4,983
1964	4,565		5,696
1965	4,901		5,751
1966	5,255	5,949	5,947
1967	5,230	6,437	6,393
1968	6,434	7,897	7,752
1969	7,339	8,315	8,128
1970	8,061	9,037	9,015
1971	9,181	9,821	9,811
1972	9,746	11,155	11,154
1970 1st half	4,013	4,501	4,487
2nd half	4,050	4,535	4,528
1971 1st half	4,405	4,922	4,915
2nd half	4,777	4,899	4,896
1972 1st half	4,844		5,449
2nd half	4,902		5,706

‡ No adjustment has been made in this table for special factors affecting the recording of exports.

Africa and New Zealand following a slowdown in the level of economic activity in these countries. An additional factor contributing to the reduction in exports to the Sterling Area was that import controls were imposed by South Africa and a number of other African countries. Deliveries to North America in the first half of 1972 showed a considerable increase over the previous six months, part of which reflected a recovery in deliveries to the United States following the settlement of the United States East Coast dock strike. Exports to Western Europe, which accounted for over 40 per cent of our total exports, showed a growth of 3 per cent in the first half of 1972 over the previous six months.

In the second half of 1972 trade was severely distorted by the dock strike in the summer but nevertheless exports were about 4 per cent higher than in the first half of the year, indicating that the underlying trend of exports began to move upwards once more. The main feature associated with this improved performance was a 12 per cent increase in deliveries to Western Europe; this growth occurred following the expansionary measures announced to stimulate major European economies. Within Western Europe both the EEC (the six) and EFTA contributed about equally to the growth which was widely distributed between all countries. Exports to the sterling area in the second half of 1972 remained at a level similar to that of the first half of 1972. Despite sustained growth in the economies of the United States and Canada exports to North America fell back slightly in the second half of last year.

For 1972 as a whole deliveries to Western Europe, which accounted for 43 per cent of total exports, grew by 15 per cent reflecting substantial increases in shipments to all EEC countries (the six) Switzerland, Austria, Turkey and Spain. Deliveries to North America rose by 11 per cent with exports to the United States 11 per cent higher and Canada 9 per cent higher. Following the lower level of economic activity in a number of sterling area countries last year, exports to this market fell by 10 per cent. Deliveries to the Soviet Union and Eastern Europe were 9 per cent above their 1971 level and those to Latin America were unchanged. Manufactured goods which accounted for 85 per cent of total exports, increased in value in 1972 by 6 per cent. Within this wide commodity group, deliveries of chemicals rose by 9 per cent, non-electrical machinery 6 per cent, electrical machinery 2 per cent and transport equipment, which was influenced by the low deliveries of road motor vehicles, by 2 per cent. In the non-manufacture sectors which grew by 10 per cent, deliveries of beef largely accounted for the 23 per cent rise in food and live animal exports, whisky exports were sluggish and crude materials grew by 15 per cent.

TABLE 4. EXPORTS

Seasonally adjusted values¶ £ million

	Overseas trade statistics basis (fob)	Coverage adjustments	Net allowance for factors affecting recording†	Balance of payments basis (fob)
1970	8,061	−330	+161	7,893
1971	9,181	−488	+103	8,796
1972	9,746	−612	—	9,135
1970 1st half	3,976	−164	+80	3,892
2nd half	4,085	−166	+82	4,001
1971 1st half	4,383	−212	+87	4,258
2nd half	4,798	−276	+16	4,538
1972 1st half	4,779	−289	—	4,490
2nd half	4,966	−322	—	4,645

¶ Components and totals are rounded independently.
† See note 1(d).

Imports

In 1972, the value of imports on a balance of payments basis increased by £1,349 million—16 per cent—to £9,827 million compared with 1971. The volume of imports was 11 per cent higher and prices increased on average by 5 per cent.

In the early part of the year, imports continued to rise at about the same rate as in the last quarter of 1971 and in the first half of 1972 imports by value were 9 per cent more than in the previous six months. In the second half of the year however, the rate of increase steepened as prices rose following the depreciation of the £ and as the volume of imports increased as a result of rising domestic output and expenditure. Between the two halves of 1972 imports increased by 11 per cent.

The growth of 11 per cent in the volume of imports was greater than might have been expected from the change in gross domestic product. This greater buoyancy of imports was due mainly to a very strong rise in consumers' expenditure, partly arising from the tax changes introduced in the budget and an increasing tendency for this expenditure to be on imported consumer durable goods. These factors led to a very strong growth in imports of consumer durables. Imports of capital goods were restrained in the early part of the year but grew strongly in the second half.

The volume of imports of industrial materials grew steadily through the year, most of the growth coming from semi-manufactures. Prices moved sharply upwards in the second half year reflecting the effects of the floating of the £ and higher world commodity prices, so there was strong growth in the value of these imports through the year.

Imports of food, drink and tobacco increased by 8 per cent in value due entirely to higher prices; the volume was unchanged from the 1971 level.

Imports of fuel fell slightly between 1971 and 1972 in volume terms in spite of a £20 million increase in imports of coal in the first half-year as a result of the miners' strike. The price of fuel imports which was falling at the beginning of 1972 because of a switch to long-haul crudes, rose in the latter part of the year, following depreciation.

Reflecting the increasing proportion of imports of finished manufacturers on the total, imports from the main manufacturing countries increased strongly. Arrivals from Western Europe increased by 27 per cent; imports from EEC countries were 30 per cent higher

(continued on next page)

TABLE 5. IMPORTS

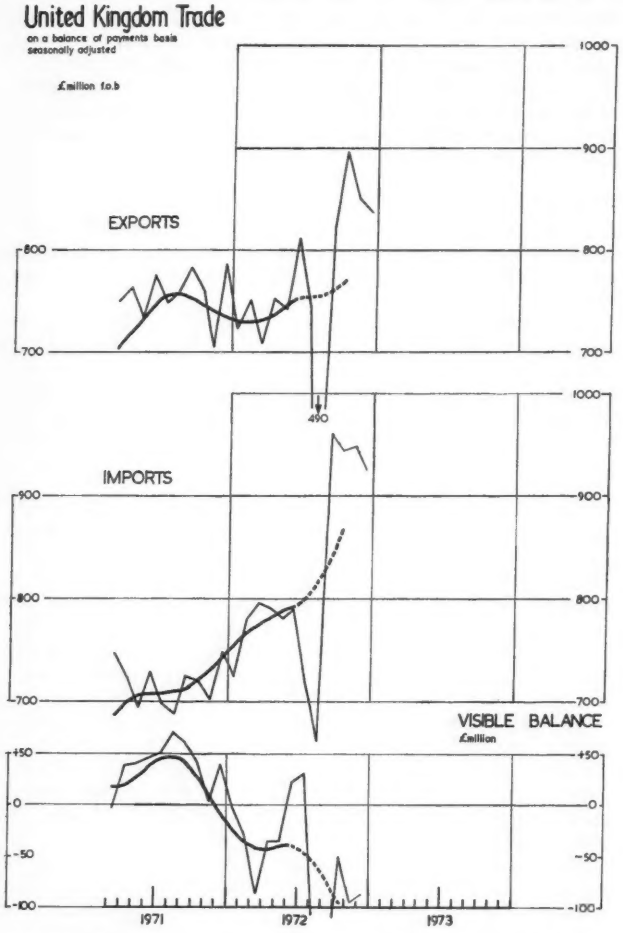
Seasonally adjusted values ¶ £ million

	Overseas trade statistics basis (cif)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments	Balance of payments basis (fob)
1970	9,037	−922	−234	7,881
1971	9,821	−1,030	−313	8,479
1972	11,155	−1,035	−294	9,827
1970 1st half	4,429	−440	−121	3,868
2nd half	4,608	−482	−114	4,013
1971 1st half	4,839	−521	−117	4,202
2nd half	4,982	−509	−196	4,277
1972 1st half	5,313	−498	−146	4,665
2nd half	5,842	−532	−148	5,162

¶ Components and totals are rounded independently.

UK OVERSEAS TRADE IN 1972
continued

while those from EFTA countries increased by 25 per cent. Imports from North America increased by 3 per cent, and imports from the Sterling Area, Latin America and Eastern Europe taken together increased by 4 per cent. Arrivals from the 'Rest of the World' increased by 12 per cent; among countries in this group is Japan, which supplied 3 per cent out of total imports last year and from which deliveries increased by 56 per cent.



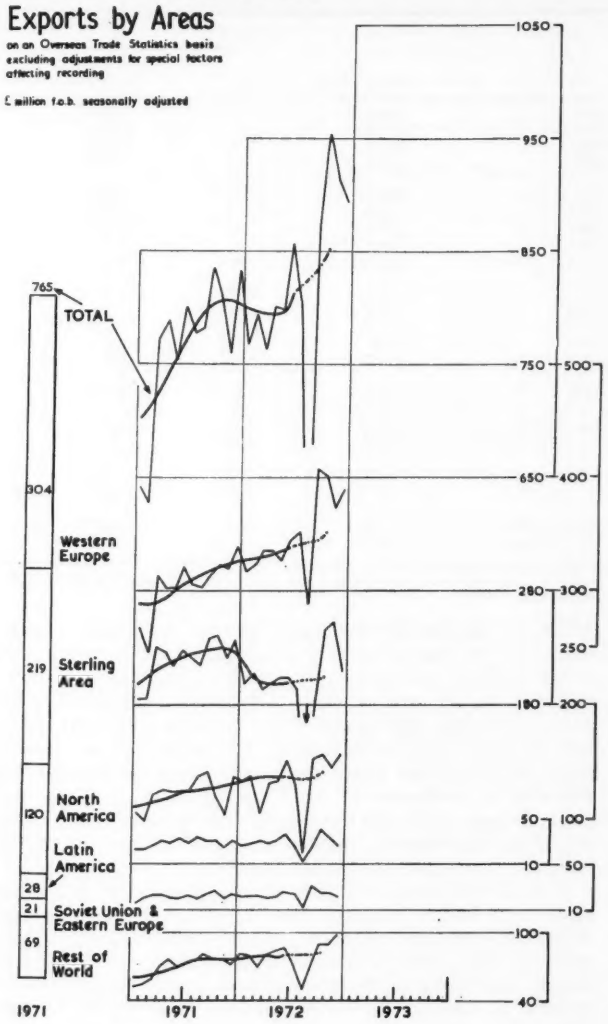


TABLE 6. EXPORTS: AREAS (Overseas trade statistics basis)

Seasonally adjusted values — £ million fob

	Rates of growth per cent		1971		1972				
	Average 1957-67	1969-72	1st half	2nd half	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Year
STERLING AREA	1.5	6	1,264	1,368	595	601	478	703	2,377
Australia	1.5	−0.5	177	188	78	84	62	94	318
New Zealand	−1	6.5	73	73	34	34	24	55	147
Republic of South Africa	5	2	206	189	76	81	60	91	308
Irish Republic	7	11.5	233	268	118	118	103	130	469
WESTERN EUROPE	9	13	1,748	1,900	972	1,002	1,043	1,161	4,177
EEC	9	13.5	923	1,004	515	537	565	612	2,230
Western Germany	8	12.5	257	277	144	142	142	162	590
Netherlands	5	15	197	212	106	113	115	118	451
Belgium and Luxembourg	5	10.5	168	172	85	99	105	104	394
France	8	18	181	212	116	120	131	144	511
Italy	8	10.5	120	129	68	66	70	79	284
EFTA	8	13.5	673	706	369	381	398	439	1,587
Sweden	7	10.5	190	193	101	98	90	116	405
Switzerland	12	19.5	113	119	75	83	106	104	367
Norway	6	9.5	87	90	49	43	51	47	190
REST OF WESTERN EUROPE	13	11.5	160	182	88	89	81	102	361
NORTH AMERICA	5	9.5	689	756	382	412	352	453	1,599
USA and Dependencies	8	10	534	562	285	314	273	348	1,219
Canada	0.5	7	154	195	97	99	79	105	380
LATIN AMERICA	0	11	160	178	84	93	63	99	339
SOVIET UNION AND EASTERN EUROPE	8	6	120	133	66	69	67	73	276
REST OF THE WORLD	4	7.5	380	450	227	248	194	278	948
Japan	12	10	80	77	39	45	37	52	172
TOTAL	5	10	4,383	4,798	2,325	2,454	2,205	2,762	9,746

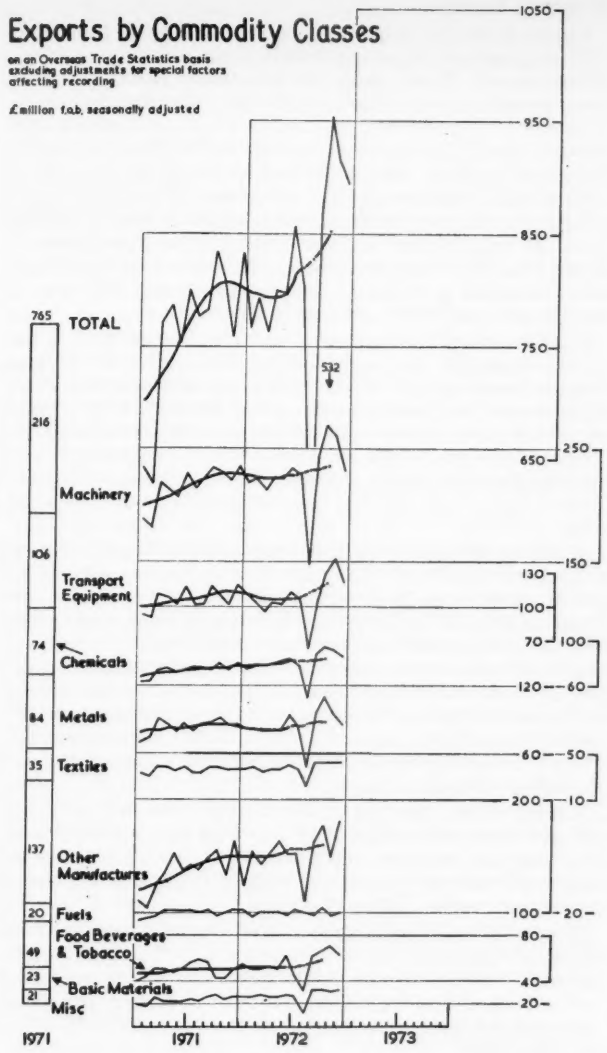


TABLE 8. AREA DISTRIBUTION OF EXPORTS (Overseas trade statistics basis)

Per cent

	1956	1961	1966	1971	1972
Sterling area	41.4	35.7	30.3	28.7	24.4
Developed	19.1	15.9	15.9	15.5	12.9
Developing	22.3	19.8	14.4	13.2	11.5
Western Europe	29.2	33.3	38.3	39.7	42.9
EEC	15.4	18.1	19.9	21.0	22.9
EFTA	11.6	12.7	14.5	15.0	16.1
Other	2.2	2.5	3.9	3.7	3.8
North America	13.9	14.4	16.7	15.7	16.4
Latin America	4.0	4.2	3.1	3.7	3.5
Soviet Union and Eastern Europe	2.3	3.5	2.9	2.8	2.8
Rest of the World	9.2	8.9	8.7	9.0	9.7

TABLE 9. COMMODITY DISTRIBUTION OF EXPORTS (Overseas trade statistics basis)

Per cent

	1956	1961	1966	1971	1972
Engineering products (a)	38.0	43.1	44.7	44.9	44.0
Machinery	21.3	27.1	27.2	28.2	27.9
Road motor vehicles	8.0	9.7	11.0	10.8	9.4
Other transport equipment	7.5	4.8	4.3	3.2	3.9
Scientific instruments	1.2	1.5	2.3	2.8	2.8
Semi-manufactures (b)	36.9	34.5	33.6	33.9	34.0
Chemicals	7.4	8.4	9.1	9.6	9.9
Textiles	8.7	6.3	5.2	4.6	4.6
Metals	13.3	12.1	11.2	10.9	10.4
Other	7.5	7.6	8.2	8.7	9.2
Other manufactures (c)	4.5	4.8	5.2	6.4	6.7
Non-manufactures (d)	20.8	17.6	16.5	14.8	15.3
Food, beverages and tobacco	6.2	6.1	6.8	6.4	6.8
Basic materials	5.9	5.2	3.9	3.0	3.3
Fuels	4.9	3.2	2.6	2.6	2.4
Other	3.8	3.1	3.2	2.8	2.8

SITC (R) :—
(a) Section 7 plus division 86.
(b) Section 5 and 6.
(c) Section 8 less division 86.
(d) Sections 0, 1, 2, 3, 4 and 9.

TABLE 7. EXPORTS: COMMODITY CLASSES (Overseas trade statistics basis)

Seasonally adjusted values

£ million fob

	Rates of growth per cent		1971		1972				
	Average 1957-67	1969-72	1st half	2nd half	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Year
FOOD, BEVERAGES AND TOBACCO	6	13.5	283	305	155	165	138	202	660
Food and live animals	3	16	132	149	75	85	80	104	345
Beverages and tobacco	7	10.5	151	156	80	79	58	97	314
BASIC MATERIALS	3	8.5	129	149	79	79	70	93	322
Crude materials	—	9	124	144	76	77	68	89	310
FUELS	—	11.5	114	122	57	59	60	63	239
MANUFACTURES	5	9.5	3,750	4,075	1,971	2,073	1,855	2,357	8,257
Machinery and transport equipment	5	10	1,862	2,009	969	1,003	891	1,153	4,015
Non-electric machinery	7	12	918	1,027	499	516	466	573	2,054
Electric machinery	5	11	318	330	159	163	150	191	662
Road motor vehicles	5	4.5	483	505	218	234	183	282	916
Other transport equipment	−2	2.5	140	150	97	81	96	110	383
Chemicals	6	11.5	424	460	231	246	212	273	962
Metals and miscellaneous metal manufactures	3	6.5	488	516	242	256	225	291	1,014
Textiles	—	7.5	209	217	108	113	99	126	445
Other manufactures, classified chiefly by material	7	10.5	362	440	200	233	216	245	894
Clothing and footwear	6	7.5	81	85	45	46	41	45	177
Instruments	13	13.5	120	134	66	68	62	77	274
Other miscellaneous manufactured articles	7	12.5	200	218	113	121	105	137	476
MISCELLANEOUS	4	9	113	142	65	73	63	67	269
TOTAL	5	10	4,383	4,798	2,325	2,454	2,205	2,762	9,746

(continued on next page)

Area pattern of exports

The changing pattern

Changes in the area distribution of exports are illustrated at Table 8.

In 1972, of the 43 per cent of United Kingdom exports sent to Western Europe, over a half went to EEC countries and a little under two fifths to EFTA. The decline in the Sterling Area countries' share of United Kingdom exports continued; it was 24 per cent in 1972 compared with 29 per cent in 1971 and 38 per cent in 1960. The fall was fairly evenly distributed between the developed and developing countries within the Sterling Area. The switch of exports between 1971 and 1972 from the Sterling Area to Western Europe reflected the fairly strong above average growth in exports to Western Europe of 15 per cent and a fall in exports to the Sterling Area of 10 per cent. There were certain distorting factors that exaggerated this switch of exports. The entrépôt trade in precious stones inflated exports to the Sterling Area in 1971 but last year these precious stones were sent to Switzerland, thereby increasing exports to Western Europe. The proportion of our exports to North America was just over 16 per cent in 1972. Over the long term this percentage has shown a tendency to grow slowly albeit very erratically. Deliveries to Latin America again accounted for 4 per cent of our exports and to the Soviet Union and Eastern Europe, 3 per cent, the same figure as in 1971. The United States was the United Kingdom's largest single market in 1972 followed by West Germany, France, Irish Republic and the Netherlands.

Table 10 shows a run of annual figures for the following areas and countries and in addition gives figures for some other individual countries.

North America

Exports to North America grew by 11 per cent in 1972 a lower rate of growth than the 17 per cent rise in 1971. This was a modest increase considering that the Gross National Product in real terms in the United States is estimated to have grown by 6 per cent in 1972 which is above the 1960-1970 annual average of 4 per cent. In Canada the growth in the Gross National Product was maintained at 6 per cent in 1972, the same increase as in 1971.

United Kingdom exports to Canada grew by 9 per cent last year but this was well below the increase in total Canadian imports indicating that the United Kingdom lost some of its share in this market. Deliveries of manufactured goods, which accounted for over 87 per cent of United Kingdom exports to Canada, rose by 9 per cent. Within this broad category deliveries of chemicals rose by 16 per cent, non-ferrous metals by 25 per cent, and non-electrical machinery and scientific instruments both grew by 14 per cent. The textile sector experienced a 10 per cent fall and there was a small decline of nearly 1 per cent in exports of cars to Canada.

The major portions of United Kingdom exports on non-manufactured goods to Canada, which increased by 8 per cent in 1972 reflected a 4 per cent increase in deliveries of food, beverages and tobacco with beverages showing 7 per cent growth and tobacco a 37 per cent decline. There was also a sharp increase in deliveries of fuel.

In the United States where economic activity increased, imports are estimated to have grown by about 20 per cent last year. United Kingdom exports to the United States in 1972 rose by 11 per cent and showed a diversion from the past composition of manufactured and non-manufactured goods.

Deliveries of non-manufactures fell by 1 per cent in 1972 mainly due to a 4 per cent decline in food, beverages and tobacco whereas manufactured exports grew by 15 per cent, with a 25 per cent growth in machinery, 34 per cent in chemicals and 37 per cent in non-ferrous metals.

As with the Canadian experience exports of textiles to the United States fell by 3 per cent. Exports of cars to the United States fell substantially from around £87 million in 1971 to £65 million in 1972. This fall probably reflects intensive Japanese and West German competition in the United States car market combined perhaps with the stricter safety standards and pollution controls required in the United States and a diversion of home production to meet the high demand in the British market.

Western Europe

Exports to Western Europe increased in value by 15 per cent in 1972 compared with 10 per cent in 1971, a rate which implies strong volume growth. Total imports into this market probably grew at about the same rate implying that the United Kingdom maintained its share in the Western European market. It is also not unreasonable to expect even higher growth rates as the level of economic activity in most of the larger Western European countries continues on an upward trend. British entry into the enlarged EEC should enhance our export performance to this market as tariffs are reduced. Exports to the Six rose by 16 per cent with increased deliveries to France of 30 per cent, Belgium and Luxembourg of 16 per cent and Italy 14 per cent. Shipments to Western Germany picked up in 1972 after a very sluggish year in 1971 and grew by 10 per cent.

Exports to the EFTA countries (excluding Iceland) grew at the above average rate of growth of 14 per cent in 1972. The sharpest increase in our exports to this market was to Switzerland where deliveries grew by 59 per cent, reflecting to a large extent high exports of precious stones in the form of entrépôt trade. Deliveries to Austria rose by 12 per cent in 1972 and those to Portugal (including Azores and Madeira) by 8 per cent and to Norway by 7 per cent. Exports to Finland fell by 4 per cent after fairly substantial growth in 1970 and 1971.

The large value increase of 30 per cent in United Kingdom exports to France reflected a recovery in the French economy with import growth estimated at 24 per cent. Associated with our export performance was a 25 per cent rise in deliveries of maufactured goods with fairly strong increases in most commodity sections; exports of machinery and transport equipment were 27 per cent higher, textiles rose by 38 per cent and chemicals by 23 per cent. The overall growth in non-manufactures, which accounts for 16 per cent of our exports to France, was 58 per cent in 1972. This increase reflected a considerable rise in food exports, in particular, beef, and a 22 per cent rise in the delivery of basic materials.

Exports of manufactures to West Germany rose by just over 10 per cent from £426 million in 1971 to £469 million in 1972, with machinery and transport equipment 11 per cent higher. Scientific instruments also grew strongly in 1972, by 15 per cent. Exports of motor cars however, fell by 13 per cent.

Exports of non-manufactures to West Germany increased from around £93 million in 1971 to £101 million in 1972, a rise of nearly 8 per cent. Within this sector, food exports were 31 per cent higher with exports of beef the major contributor to the rise. Exports of basic materials were nearly 9 per cent higher but exports of fuels fell by 10 per cent.

Exports to Italy which grew by 14 per cent in total recovered in 1972 compared to our poor performance in 1971 when they grew by 4 per cent. The Italian economy is growing cautiously once again and imports into the country in 1972 probably rose by about 16 per cent. Exports of non-manufactures showed a large increase of 36 per cent compared to an 11 per cent increase in the manufactures sector. The major contributor once more in the non-manufactures group was food exports, rising by 55 per cent, again mostly beef exports. Exports of beverages, however, grew by just over 29 per cent whilst tobacco exports fell by nearly 8 per cent. In manufactures, machinery and transport equipment only increased by 1 per cent. Because this section has such a large weight within manufactures, fairly large increases of 38 per cent for non-ferrous metals, 31 per cent for chemicals and 20 per cent for textiles only raised the average growth in manufactures between 1971 and 1972 to 11 per cent.

Exports to the Netherlands were 10 per cent above last year slightly higher than the growth rate in 1971. Total imports into this market are estimated to have grown by 12 per cent and the real Gross National Product by about 3 per cent. Exports of non-manufactures to the Netherlands grew by nearly 18 per cent with food rising by 39 per cent and basic materials by 41 per cent. Exports of fuels however fell by 22 per cent. The non-manufacturing sector, though, only accounted for 14 per cent of United Kingdom deliveries to the Netherlands in 1972. Exports of manufactures grew by 10 per cent with strong increases in chemicals of 17 per cent, and in non-ferrous metals of 28 per cent but only 5 per cent in the larger sector of machinery and transport equipment.

Exports to Belgium and Luxembourg in 1972 grew by 16 per cent, the same rate as 1971. Imports of merchandise from all sources into Belgium are estimated to have increased by 17 per cent last year indicating that the United Kingdom has about held its share of the

market. Shipments of non-manufactures were 14 per cent up with a 40 per cent increase in food exports and a 20 per cent increase in basic materials. In the manufacturing sector United Kingdom exports rose by 16 per cent with a 14 per cent growth in machinery and transport equipment, 20 per cent in chemicals and 38 per cent in textiles.

Among the EFTA countries there was a considerable increase, of 59 per cent, in exports to Switzerland—a rate of growth influenced by a large increase in the exports of precious stones some of which are in the form of entrépôt trade. Excluding precious stones, exports to Switzerland grew by 12 per cent last year. Exports of non-manufactures increased by 31 per cent with basic materials growing by 46 per cent. Exports of manufactures excluding precious stones grew by 11 per cent with chemicals 16 per cent higher. The major market, in absolute terms, in the EFTA group for United Kingdom exports last year was Sweden. Shipments to this country were £405 million, 6 per cent higher than in 1971. Exports of non-manufactures rose by 11 per cent but the main subsection of this group, fuels, only grew by 2 per cent. Deliveries of manufactured goods increased by 4 per cent with a 10 per cent rise in chemicals and an 8 per cent rise in machinery and transport equipment. Scientific instrument exports however fell by 9 per cent.

There was a decline in exports to Finland of 4 per cent and this reflected lower deliveries of many important commodities in the manufacturing sector. For instance, exports of machinery and transport equipment which accounted for 38 per cent of total exports to Finland in 1972 fell by over 18 per cent. Textile exports however increased by 15 per cent. Exports of non-manufactures rose by nearly 10 per cent mainly due to a 20 per cent increase in basic materials.

Austria was one of the better markets for our exports to EFTA in 1972 with large increases in most commodities. Food exports grew by 37 per cent albeit from a very low base and non-manufactures in total rose by nearly 14 per cent. Machinery and transport equipment, with a 44 per cent share of United Kingdom exports to Austria in 1972 (£53 million) grew by 8 per cent. In the other two Scandinavian countries, Denmark and Norway, United Kingdom exports rose by 3 per cent and 7 per cent respectively.

Exports to other Western European countries increased by 9 per cent in 1972 compared with 20 per cent in 1971. Exports to Spain (including the Canary Islands and Spanish ports in North Africa) rose by 19 per cent but there was a fall in deliveries to both Greece (6 per cent) and Yugoslavia (31 per cent), compared with 1971.

Sterling Area

Exports to the Sterling Area in 1972 fell by 10 per cent which contrasts sharply with the 1971 performance when exports grew by 20 per cent. With prices rising this decline obviously implies a large volume drop in 1972. This is an important market for the United Kingdom (accounting for nearly a quarter of our exports in 1972) and this poor performance was a major factor in the relatively slow growth in the value of total United Kingdom exports last year. There was a fall in exports to nearly all of the countries which form the Sterling Area. Exports to the developed countries fell by 12 per cent with shipments to South Africa 22 per cent lower in 1972 than 1971. Exports to Australia also fell sharply by 13 per cent. Of the developing countries shown in Table 8 only Singapore, India and Trinidad took a higher level of our exports than in 1971.

The decline in United Kingdom exports to South Africa was widespread reflecting the lower level of domestic activity in South Africa last year, the devaluation of the rand and the imposition of strict import controls. Both exports of non-manufactures and manufactured goods were about 22 per cent lower in 1972. Within the non-manufactures group food exports fell by 32 per cent, basic materials by 13 per cent and fuels by 20 per cent. In the manufactures sector the same picture emerges with exports of machinery and transport equipment 24 per cent down and textiles 29 per cent lower in 1972.

Exports to Australia after growing fairly steadily at around 6 to 7 per cent in both 1970 and 1971 fell by 13 per cent in 1972. This decline was not as widespread amongst commodities as in the case of South Africa. Exports of manufactured goods, which accounted for 91 per cent of total exports to Australia in 1972, fell by nearly 15 per cent; exports of machinery and transport equipment, the most important sector, were 22 per cent lower with textiles 9 per cent down. Exports of chemicals though, increased marginally by 1 per cent. Exports of non-manufactures increased by 2 per cent, exports of food rose by 10 per cent but deliveries of fuel fell by 24 per cent.

Shipments to the Irish Republic were 6 per cent lower in 1972. The very large percentage increase in 1971 of 31 per cent, reflected high deliveries of precious stones in the form of entrépôt trade. In 1972 this trade was diverted to Switzerland. However, after excluding precious stones from exports in both of the last two years, exports to the Irish Republic grew by 7 per cent in 1971 and 16 per cent in 1972. Exports of non-manufactures rose by 30 per cent reflecting a 47 per cent increase in exports of fuels, a 21 per cent rise in food exports and 17 per cent rise in basic materials. Exports of manufactured goods other than precious stones grew by 12 per cent with machinery and transport equipment 9 per cent higher and chemicals 18 per cent higher.

Deliveries to New Zealand in value terms in 1972 were no higher than in 1971 indicating a substantial drop in volume, while exports of machinery and transport equipment were 6 per cent higher, most other commodities in the manufacturing sector weakened.

Shipments to the developing countries in 1972 fell by 8 per cent. Exports to India, however, one of the United Kingdom's main markets in this group rose by 2 per cent with exports of manufactures over 4 per cent higher. Deliveries of machinery and transport equipment increased by £3 million to £64 million last year, a rise of 5 per cent. Non-manufactured exports fared rather badly; they were valued at £3 million, a fall of 28 per cent on 1971.

Another large market for our exports in the developing countries was Hong Kong. Deliveries which totalled £101 million were 3 per cent below the 1971 level with exports of manufactures nearly 4 per cent lower. Within this category shipments of machinery fell by 2 per cent and non-ferrous metals by 30 per cent.

In Nigeria, where in recent years United Kingdom exports have grown at a fast rate, 44 per cent in both 1970 and 1971, a fall of 7 per cent was recorded last year. The high growth in the early 70's probably reflected above-average demand for goods following the end of the Nigerian civil war.

Latin America

Exports to Latin America last year totalled £339 million. This figure showed little improvement on 1971. Brazil kept its place as the main buyer but showed no growth in 1972. Exports to the Argentine Republic fell by 4 per cent with manufactures also 4 per cent lower. Deliveries of machinery and transport equipment to the Argentine fell by 26 per cent and as this sector accounts for almost two-fifths of exports to this country the decline was very important. Most other commodities in the manufacturing group experienced a fall, the notable exception being chemicals which were 19 per cent higher. Exports of non-manufactures to the Argentine fell by 9 per cent reflecting large percentage falls in basic materials (49 per cent), fuel (36 per cent) and beverages (10 per cent). Food exports, however, grew substantially due to a large rise in fruit and vegetable exports.

One of the countries in Latin America where United Kingdom exports grew in 1972 was Venezuela where large increases in products such as whisky (96 per cent) and food (46 per cent) caused non-manufactures as a whole to rise by 88 per cent.

Soviet Union and Eastern Europe

After a slight fall in 1971 exports increased last year by 9 per cent from £253 million to £276 million. Only exports to East Germany and Bulgaria in this market fell in 1972. Exports to the Soviet Union at £90 million grew rather more slowly than exports to other members of the group and deliveries of manufactured goods rose by 5 per cent with machinery and transport equipment 12 per cent higher. Exports to Poland rose strongly in 1972 by 17 per cent, mainly reflecting a large increase in machinery and transport equipment of 45 per cent. Shipments to Romania also did very well rising by 24 per cent with fairly widespread increases in most commodity groups.

Rest of the World

The major markets relevant to United Kindom exports in this category were Iran, Israel and Japan. Exports to Iran increased by 49 per cent in 1972 from £79 million to £117 million reflecting a 62 per cent rise in machinery and transport equipment. Deliveries of cars rose by 87 per cent. Fuel exports also grew strongly perhaps reflecting the large increases in cars and ships which both require large quantities of lubricating oils.

Exports to Israel were 15 per cent higher last year with manufactured goods 19 per cent higher. Diamond exports increased from £49 million in 1971 to £65 million in 1972, a rise of 34 per cent.

(continued on next page)

UK OVERSEAS TRADE IN 1972
continued

The Japanese economy picked up in 1972 with real GNP estimated to have grown by 9 per cent; this was still however below the 11 per cent growth experienced in the 1960-70 period. Imports of merchandise into Japan probably increased by about 17 per cent in 1972 indicating a loss of share for the United Kingdom in this country. The 10 per cent increase in United Kingdom exports to Japan reflects a below average growth in manufactures (6 per cent) combined with a large growth of 32 per cent in non-manufactures with food exports 37 per cent higher and basic materials 48 per cent higher.

TABLE 10. EXPORTS BY AREAS AND COUNTRIES (Overseas trade statistics basis) §

Percentage increase on a year earlier in italics — £ million fob

	1970		1971		1972	
STERLING AREA						
Developed countries						
Australia	345.8	7	365.0	6	317.9	−13
New Zealand	129.0	6	146.1	13	146.8	—
Irish Republic	381.1	13	501.2	31	469.3	− 6
Iceland	9.3	52	12.0	29	13.4	12
Republic of South Africa	332.2	13	395.0	19	308.4	−22
Developing countries						
Cyprus	26.1	− 2	29.1	12	32.7	12
Jamaica	38.1	6	43.2	13	41.5	− 4
Trinidad	28.1	10	33.9	20	36.0	6
India	72.9	9	138.4	90	141.2	2
Pakistan	49.5	− 8	50.4	2	35.5	−30
Ceylon	18.5	−37	15.9	−14	11.9	−25
Malaysia	60.4	27	64.7	7	62.2	− 4
Singapore	62.5	23	73.1	17	77.4	6
Hong Kong	99.5	12	104.3	5	100.9	− 3
Sierra Leone	12.5	− 9	12.7	1	10.3	−18
Ghana	38.3	2	44.6	17	16.5	−63
Nigeria	114.3	44	165.0	44	153.9	− 7
South West Africa	1.9	15	1.7	−12	1.0	−40
Zambia	37.8	6	49.3	30	46.2	− 6
Tanzania	19.5	7	23.7	21	17.4	−26
Kenya	52.7	5	65.5	24	55.6	−15
Mauritius	5.9	19	8.3	42	8.1	− 3
Bahrain, Kuwait, Qatar and Trucial States	92.7	4	102.3	10	94.7	− 7
Other countries	162.9	2	187.5	15	177.7	− 5
TOTAL STERLING AREA	2,191.6	10	2,632.8	20	2,376.6	−10
NORTH AMERICA						
Canada	288.2	− 7	349.0	21	379 9	9
United States and Dependencies	943.5	3	1,095.5	16	1,218.9	11
TOTAL NORTH AMERICA	1,231.7	1	1,444.4	17	1,598.8	11
WESTERN EUROPE						
Finland	128.9	27	142.5	11	137.2	− 4
Sweden	364.5	21	383.3	5	404.8	6
Norway (including Spitzbergen)	173.8	20	177.1	2	190.2	7
Denmark, Faroe Islands and Greenland	221.2	12	232.7	5	240.6	3
Switzerland and Liechtenstein	209.4	13	231.7	11	367.3	59
Portugal, Azores and Madeira	88.6	14	106.0	20	114.0	8
Austria	90.7	27	106.8	17	119.4	12
EFTA (excluding Iceland)	1,276.9	18	1,379.6	8	1,573.6	14
Western Germany	502.8	21	534.3	6	590.0	10
Netherlands	377.1	27	409.4	9	451.3	10
Belgium and Luxembourg	294.2	1	339.8	16	393.7	16
France	339.1	8	393.5	16	510.9	30
Italy	240.0	14	249.2	4	283.8	14
EEC	1,753.1	15	1,926.2	10	2,229.8	16
Greece	57.3	− 3	72.0	26	67.6	− 6
Turkey	35.9	2	38.6	7	60.1	56
Yugoslavia	45.5	43	62.0	36	43.0	−31
Spain, Canary Islands and Spanish Ports in North Africa	143.2	6	168.5	18	200.5	19
Other	0.6	−14	1.4	121	2.9	108
TOTAL WESTERN EUROPE	3,312.4	15	3,648.2	10	4,177.4	15

Commodity pattern of exports

Changes in the commodity distribution of exports are illustrated in Table 9.

The changing pattern

Exports of maufactured goods in 1972 accounted for 85 per cent of total exports; a similar proportion to that recorded in the previous four years. Within this category there was a slight fall in the proportion of engineering goods to 44 per cent which, to a large extent, reflected lower exports of road motor vehicles. Deliveries of of road motor vehicles fell by over £70 million in 1972, to £916

TABLE 10—*continued*

Percentage increase on a year earlier in italics — £ million fob

	1970		1971		1972	
SOVIET UNION AND EASTERN EUROPE						
Soviet Union	102.4	7	88.8	−13	90.3	2
Poland	60.1	8	64.4	7	75.4	17
Eastern Germany	17.0	33	17.3	1	15.0	−13
Hungary	19.0	42	20.8	10	22.9	10
Czechoslovakia	20.4	12	20.2	− 1	23.7	17
Romania	29.1	—	31.2	7	38.8	25
Other countries	11.2	117	10.5	− 7	9.4	−10
TOTAL SOVIET UNION AND EASTERN EUROPE	259.1	13	253.1	− 2	275.6	9
LATIN AMERICA						
Cuba	20.5	55	26.4	28	16.7	−37
Mexico	34.2	14	30.8	−10	37.9	23
Colombia	12.9	6	15.5	20	17.1	10
Venezuela	33.7	6	36.5	8	42.7	17
Peru	9.9	−16	16.0	61	13.3	−16
Brazil	61.2	40	84.3	38	84.2	—
Chile	20.5	16	22.6	10	24.2	7
Bolivia	2.2	−16	1.8	−20	1.8	4
Uruguay	6.4	32	7.5	18	4.6	−39
Argentine Republic	44.0	− 7	53.5	21	51.4	− 4
Other countries	38.0	14	42.7	12	44.8	5
TOTAL LATIN AMERICA	283.5	14	337.5	19	338.8	—
REST OF THE WORLD						
Netherlands Dependencies	11.4	22	11.1	− 2	10.1	− 9
Portuguese Dependencies	28.2	18	35.8	27	30.5	−15
Iraq	23.7	8	24.8	4	26.8	8
Iran	66.2	− 8	78.5	19	117.0	49
Israel	96.1	− 7	117.0	22	134.6	15
Arab Republic of Egypt (*formerly* UAR)	18.5	19	20.2	9	18.4	− 9
Saudi Arabia	35.3	−38	39.0	10	45.2	16
Sudan	18.2	−17	17.7	− 3	23.1	31
Libya	24.3	−44	31.0	27	46.3	50
Algeria	16.8	73	27.8	66	33.8	21
Morocco	12.6	− 2	12.8	1	13.3	4
Republic of Zaire (*formerly* Congo (Kinshasa))	12.0	5	18.1	50	13.6	−25
Thailand	32.1	3	32.1	—	27.9	−13
China	44.6	−18	28.3	−36	31.6	12
Japan	147.8	15	156.5	6	171.6	10
Philippines	25.1	−11	28.5	14	20.3	−29
Other countries	133.1	8	151.3	14	184.2	22
TOTAL REST OF THE WORLD	745.9	− 3	830.5	11	948.4	14
TOTAL NON-STERLING AREA	5,832.6	9	6,513.6	12	7,338.9	13
LOW VALUE ITEMS‡	36.9		34.9		30.1	
TOTAL ALL COUNTRIES	8,061.1		9,181.4	14	9,745.7	6

§ No adjustment has been made in this table for special factors affecting the recording of exports.

‡ From 1970 items valued at less than £50 have not been allocated to specific countries and areas.

million, and only accounted for 9 per cent of total exports; this is the lowest proportion that has been recorded for more than 10 years. Exports of semi-manufactures accounted for 34 per cent of total exports, the same proportion as in 1971 and within this category a higher proportion of chemical exports was offset by lower deliveries of metals.

In 1972 the exports of non-manufactured goods accounted for 15 per cent of total exports as in 1971. The factor characterising this sector was higher deliveries of food, beverages and tobacco, which accounted for 7 per cent of total exports, following a surge in the shipment of beef. A slight increase in the share of exports of basic materials was offset by a lower proportion of fuel exports.

Manufactured goods (Tables 11, 12, 13)

In 1972 the value of exported manufactured goods increased by 6 per cent, a considerable fall on the previous year's growth rate of 15 per cent, and to a large extent reflected higher prices. Exports of the most important group of products in this broad category, machinery and transport equipment rose by 4 per cent in value and fell slightly in volume. Within this group deliveries of non-electrical machinery were 6 per cent higher and significant features included a 36 per cent rise in deliveries of aircraft engines, with RB 211 engines making a considerable contribution; heating and cooking equipment rose by 15 per cent, slightly less than the rate of growth recorded in 1971; exports of agricultural machinery other than tractors were 14 per cent above their 1971 level indicating a recovery from the slump of the previous year; exports of office machines at £203 million also showed a 13 per cent rise on the previous year with much of the increase being in higher deliveries to Germany and France. Also within the machinery and transport equipment commodity group, electrical machinery exports rose by 2 per cent in 1972, a much reduced rate to those recorded in the two previous years. Within this subdivision there was a 34 per cent increase in exports of televisions and radios whereas other telecommunication equipment, electrical distribution equipment and switchgear all declined to levels below those of 1971. Like electrical equipment, the rise in 1972 in the exports of transport equipment in value was only 2 per cent. Deliveries of road motor vehicles fell by 7 per cent in 1972 with cars and chassis 10 per cent lower and deliveries of commercial vehicles and chassis 22 per cent lower. The decline in these sectors of transport division most probably reflects the pressure of home demand and the increased competition from foreign suppliers in the United Kingdom. In the other transport equipment subdivision there was a further increase of 19 per cent in the exports of aircraft and aircraft parts and an erratically high increase of 74 per cent in the deliveries of ships and boats.

Exports of chemicals in 1972, at £962 million, were 9 per cent higher than the previous year. Most types of chemicals contributed to this performance, among them being chemical elements and compounds (10 per cent) dyeing materials (20 per cent), medicinal and pharmaceutical products (7 per cent) plastic materials (10 per cent), oils, toilet, polishing and cleaning preparations (7 per cent). The value of exported manufactured goods classified chiefly by material rose by 5 per cent in 1972. Within this category deliveries of leather manufactures rose by 22 per cent and paper by 4 per cent. Rubber manufactures and wood and cork manufactures both declined last year by 7 per cent and 3 per cent respectively. Exports of textile manufactures were 5 per cent higher in 1971 at £445 million and within this sector there was an increase of 9 per cent in the deliveries of wool yarns and woven fabrics and also an increase of 9 per cent in the deliveries of man-made fibre yarns and fabrics. Exports of pearls, diamonds and other precious stones increased by 20 per cent on the high out-turn for 1971. Within the metal group there was a decline in the export of iron and steel of 6 per cent but this was offset by a 17 per cent increase in the export of non-ferrous metals, part of which reflected a substantial increase in the export of silver.

Among 'miscellaneous manufactured articles' exports of clothing

(*continued on next page*)

TABLE 11. EXPORTS: MACHINERY AND TRANSPORT EQUIPMENT (Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million fob

	1970		1971		1972	
MACHINERY OTHER THAN ELECTRIC	1,641.9	*12*	1,944.7	*18*	2,054.1	*6*
Aircraft engines	114.3	*−16*	140.8	*23*	191.5	*36*
Internal combustion engines other than aircraft	159.1	*14*	180.4	*13*	204.3	*13*
Other powe rgenerating equipment	57.6	*23*	78.8	*37*	80.1	*2*
Tractors	119.5	*− 1*	137.0	*15*	145.9	*7*
Other agricultural machinery	41.0	*5*	38.8	*− 5*	45.1	*16*
Office machines	152.0	*33*	179.5	*18*	203.4	*13*
Metal working machinery	107.9	*24*	120.5	*12*	113.2	*− 6*
Textile leather machinery	146.1	*7*	164.2	*12*	169.5	*3*
Machines for special industries	220.8	*14*	257.3	*17*	251.8	*− 2*
Heating and cooling equipment	47.4	*5*	60.0	*27*	69.1	*15*
Pumps, centrifuges, etc.	85.8	*24*	105.6	*23*	115.7	*10*
Mechanical handling equipment	83.9	*22*	107.9	*29*	91.9	*−15*
Other	306.4	*16*	373.8	*22*	372.6	*—*
ELECTRICAL MACHINERY	579.7	*20*	648.1	*12*	661.7	*2*
Electric power machinery	74.7	*15*	92.6	*24*	94.2	*2*
Switchgear	55.5	*24*	69.4	*25*	69.2	*—*
Electric distribution equipment	52.0	*20*	57.3	*10*	52.4	*− 9*
Television, radios	11.1	*8*	11.5	*4*	15.5	*34*
Other telecommunications equipment	127.4	*20*	146.5	*15*	137.5	*− 6*
Domestic electric equipment	45.8	*4*	50.3	*10*	52.5	*4*
Other electrical machinery	213.3	*25*	220.4	*3*	240.5	*9*
TRANSPORT EQUIPMENT	1,079.5	*− 1*	1,278.5	*18*	1,299.6	*2*
Road motor vehicles	834.2	*5*	988.0	*18*	916.4	*− 7*
Cars and chassis	329.7	*− 4*	371.1	*13*	332.1	*−10*
Commercial vehicles and chassis	194.4	*15*	240.7	*24*	188.6	*−22*
Aircraft and parts	133.2	*−26*	162.3	*22*	192.7	*19*
Ships and boats	61.4	*− 9*	65.4	*7*	113.7	*74*
MACHINERY AND TRANSPORT EQUIPMENT	3,301.2	*9*	3,871.2	*17*	4,015.4	*4*

TABLE 12. EXPORTS: OTHER MANUFACTURES (Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million fob

	1970		1971		1972	
CHEMICALS	784.4	*13*	884.0	*13*	961.6	*9*
Chemicals elements and compounds	210.1	*24*	231.5	*10*	254.3	*10*
Dyeing, tanning and colouring materials	81.3	*6*	88.6	*9*	106.0	*20*
Medicinal and pharmaceutical products	139.7	*18*	168.4	*21*	180.8	*7*
Essential oils, toilet, polishing and cleaning preparations	67.0	*7*	72.2	*8*	77.4	*7*
Fertilisers	4.8	*−11*	3.6	*−24*	7.0	*92*
Plastic materials	143.1	*11*	159.9	12	176.4	10
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	1,989.6	*6*	2,232.2	*12*	2,353.8	*5*
Leather, leather manufactures, etc.	50.7	*− 1*	54.7	*8*	67.0	*22*
Rubber manufactures	92.7	*27*	103.6	*12*	96.4	*− 7*
Wood and cork manufactures, etc.	11.2	*46*	11.8	*5*	11.4	*− 3*
Paper	89.3	*13*	97.5	*9*	101.7	*4*
Textile manufactures	396.4	*10*	425.6	*7*	445.4	*5*
Wool yarn and woven fabrics	93.4	*− 1*	86.0	*− 8*	94.1	*9*
Cotton yarns and woven fabrics	37.5	*− 6*	38.7	*3*	40.6	*5*
Man-made fibre yarns and woven fabrics	109.4	*22*	121.5	*11*	132.2	*9*
Miscellaneous textile manufactures	156.1	*15*	179.4	*15*	178.5	*—*
Non-metallic mineral manufactures, n.e.s.	390.2	*−14*	534.4	*37*	617.7	*16*
Pottery and glass	70.8	*9*	81.0	*14*	85.3	*5*
Pearls, diamonds and other precious stones	261.3	*−23*	387.7	*48*	464.5	*20*
Iron and steel	348.2	*21*	402.8	16	377.0	*− 6*
Non-ferrous metals	350.1	*3*	297.2	*−15*	346.9	*17*
Miscellaneous metal manufactures	260.9	*21*	304.5	*17*	290.3	*− 5*
MISCELLANEOUS MANUFACTURED ARTICLES	731.2	*11*	837.1	*14*	926.3	*11*
Clothing and footwear	158.5	*11*	165.8	*5*	176.6	*7*
Scientific instruments	208.7	*11*	253.3	*21*	273.6	*8*
Printed matter	89.8	*10*	104.0	*16*	119.8	*15*

UK OVERSEAS TRADE IN 1972
continued

and footwear made only modest progress last year, with a value increase of 7 per cent but exports of printed matter rose by 15 per cent. Exports of scientific instruments which increased strongly in 1971 slowed down somewhat and at £274 million were 8 per cent higher last year.

Non-manufactures (Table 13)

Exports of non-manufactured goods increased in value by 11 per cent in 1972, a faster rate than the 8 per cent increase in 1971. The main factors contributing to this increase were a 23 per cent rise in deliveries of food and live animals and a 15 per cent rise in exports of crude materials. Within the food and live animals sector exports of live animals rose by 57 per cent and deliveries of meat more than doubled reflecting the large increase in cattle and beef exports in the second half of 1972, primarily to France. Sugar exports at £46 million were 24 per cent higher than in 1971 but there was a decline of 12 per cent in shipment of cereals and cereal preparations. In the crude materials sector there was an increase of 22 per cent in exports of wool tops stemming the decline of the previous two years. Exports of hides, skins and furskins were 28 per cent higher than in 1971. The value of exports of beverages and tobacco last year rose by 3 per cent, a slower rate than in the preceding two years resultant of a level of whisky exports the same as in 1971. On the other hand deliveries of tobacco rose by 12 per cent.

TABLE 13. EXPORTS: OTHER EXPORTS (Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million fob

	1970		1971		1972	
FOOD AND LIVE ANIMALS	249.0	*14*	281.0	*13*	345.5	*23*
Live animals	32.6	*13*	25.6	*−21*	40.3	*57*
Cereals and cereal preparations	33.7	*27*	38.4	*14*	33.9	*−12*
Sugar and sugar preparations	30.7	*8*	37.4	*22*	46.4	*24*
BEVERAGES AND TOBACCO	265.1	*13*	306.6	*16*	314.4	*3*
Whisky	194.2	*16*	226.9	*17*	227.8	—
Tobacco and tobacco manufactures	40.1	*11*	42.8	*7*	48.0	*12*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	272.8	*9*	278.4	*2*	321.4	*15*
Wool tops	20.4	*−23*	16.3	*−20*	19.8	*22*
Other textile fibres	76.1	*1*	71.0	*− 7*	88.3	*24*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	206.8	*20*	236.3	*14*	238.7	*1*
Coal, coke and briquettes	29.1	*16*	22.3	*−23*	17.0	*−24*
Petroleum products	162.1	*21*	189.2	*17*	184.6	*− 2*

TABLE 15. VOLUME OF EXPORTS

1961 = 100

	1965	1966	1967	1968	1969	1970	1971	1972
Total	116	121	119	136	150	155	164	166
Non-manufactures	111	117	119	136	138	151	159	167
Manufactured goods	117	121	119	136	153	155	165	167
Chemicals	131	140	149	169	185	195	215	228
Textiles	105	99	95	111	123	133	142	151
Metals	109	105	108	119	126	131	137	134
Machinery and transport equipment	115	121	114	131	148	148	154	150
Other	128	134	136	158	187	182	205	219

TABLE 16. UNIT VALUE OF EXPORTS

1961 = 100

	1965	1966	1967	1968	1969	1970	1971	1972
Total	109	113	114	123	127	136	147	157
Non-manufactures	105	107	102	108	114	118	126	135
Manufactured goods	109	114	116	126	130	140	152	161
Chemicals	104	106	106	113	116	126	129	134
Textiles	109	111	111	115	122	127	132	139
Metals	113	120	120	131	139	155	156	160
Machinery and transport equipment	110	114	118	128	131	141	159	172
Other	108	113	116	128	131	138	148	156

TABLE 17. UNIT VALUE OF IMPORTS

1961 = 100

	1965	1966	1967	1968	1969	1970	1971	1972
Total	107	109	109	121	126	132	136	143
Food, beverages and tobacco	113	114	113	120	124	132	140	153
Basic materials	102	103	99	107	115	121	122	128
Mineral fuels, lubricants etc.	90	84	92	107	100	98	120	120
Manufactured goods	109	114	116	135	142	148	145	151

TABLE 14. ANALYSIS OF INCREASE IN EXPORTS BETWEEN 1971 AND 1972 BY AREA AND COMMODITY (Overseas trade statistics basis)

percentage increase on a year earlier in italics — £ million fob

	All commodities		Non-manufactures		Manufactures									
					Total		Semi-manufactures		Engineering products: Total		Machinery		Transport equipment		Other manufactures	
World	564.3	*6.1*	131.7	9.7	432.5	5.5	199.1	6.4	164.5	4.0	123.1	4.7	21.1	1.7	68.9	11.8
Sterling Area	−256.2	*−9.7*	20.5	*6.7*	−276.6	*−11.9*	−155.2	*−16.8*	−129.9	*−10.5*	−69.7	*−9.0*	−54.5	*−13.1*	8.4	*5.1*
Developed	−163.4	*−11.5*	23.8	*15.5*	−187.2	*−14.8*	−107.1	*−20.7*	−86.3	*−13.2*	−48.3	*−11.9*	−32.9	*−15.3*	6.2	*6.5*
Developing	−92.8	*−7.7*	−3.3	*−2.2*	−89.4	*−8.4*	−48.1	*−11.9*	−43.6	*−7.4*	−21.3	*−5.8*	−21.5	*−10.8*	2.2	*3.2*
Western Europe	529.3	*14.5*	90.4	*14.9*	438.8	*14.4*	259.2	*21.0*	145.1	*9.1*	96.2	*9.8*	38.6	*8.1*	34.5	*16.1*
EEC	303.6	*15.8*	71.9	*22.2*	231.7	*14.5*	99.2	*15.9*	112.4	*12.8*	67.8	*12.2*	36.0	*14.6*	20.1	*19.7*
EFTA	194.0	*14.1*	12.5	*5.5*	181.5	*15.8*	148.9	*29.6*	19.9	*3.7*	19.6	*6.3*	0.3	*0.2*	12.7	*12.2*
Other	31.7	*9.3*	6.0	*11.0*	25.7	*8.9*	11.1	*10.3*	12.9	*7.5*	8.9	*7.4*	2.2	*4.9*	1.7	*21.6*
North America	154.3	*10.7*	1.7	*0.7*	152.6	*12.7*	49.1	*10.9*	73.0	*12.1*	64.2	*18.7*	0.1	—	30.5	*21.3*
Latin America	1.3	*0.4*	8.5	*28.6*	−7.2	*−2.3*	2.9	*1.9*	−9.0	*−4.5*	−4.7	*−3.2*	−4.8	*−9.5*	−0.1	*−0.1*
Soviet Union and Eastern Europe	22.5	*8.9*	4.0	*13.7*	18.5	*8.2*	11.7	*11.5*	13.1	*12.1*	9.8	*10.4*	1.4	*32.5*	−6.3	*−55.0*
Rest of the World	117.9	*14.2*	11.5	*10.9*	106.4	*14.7*	32.3	*10.6*	72.2	*19.0*	27.2	*10.9*	40.3	*35.1*	2.0	*4.9*

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TABLE 18. VOLUME OF IMPORTS

1961 = 100

	1965	1966	1967	1968	1969	1970	1971	1972
Total	119	122	132	146	149	156	162	177
Total excluding US military aircraft, etc.			131	143	146	156	162	177
Food, beverages and tobacco	102	100	104	107	103	104	104	104
Basic materials	107	102	101	111	108	110	101	102
Mineral fuels, lubricants, etc.	140	154	165	175	188	202	216	214
manufactured goods excluding US military aircraft, etc.	137	146	167 165	195 187	207 198	223 222	241 241	285 285

TABLE 19. COMMODITY DISTRIBUTION OF IMPORTS
(Overseas trade statistics basis)

Per cent

	1956	1961	1966	1971	1972
Food, beverages and tobacco	36.4	32.7	28.8	22.1	21.1
Industrial materials	46.9	43.6	42.7	39.1	38.5
Basic materials	27.9	22.2	17.8	12.9	11.9
Manufactures chiefly for further processing	19.0	21.4	24.9	26.2	26.6
Mineral fuels and lubricants	10.5	10.6	10.5	12.7	11.2
Finished manufactures	5.9	12.2	16.7	24.8	28.1
Miscellaneous	0.3	0.9	1.4	1.3	1.1

TABLE 20. AREA DISTRIBUTION OF IMPORTS
(Overseas trade statistics basis)

Per cent

	1956	1961	1966	1971	1972
Sterling area	38.3	34.2	28.8	25.9	23.3
Developed	16.4	14.2	13.1	12.8	11.5
Developing	21.9	20.0	15.7	13.1	11.8
Western Europe	26.1	29.8	34.8	39.4	43.9
EEC	12.7	15.2	18.6	21.4	24.5
EFTA	11.5	12.3	14.1	15.9	17.5
Other	1.9	2.3	2.1	2.1	2.0
North America	19.2	18.6	19.3	17.6	16.0
Latin America	6.9	6.1	4.8	3.2	2.9
Soviet Union and Eastern Europe	2.6	3.6	4.0	3.5	3.6
Rest of World	6.9	7.7	8.3	10.2	10.1

Imports by Commodity Classes

on an Overseas Trade Statistics basis

£ million cif, seasonally adjusted

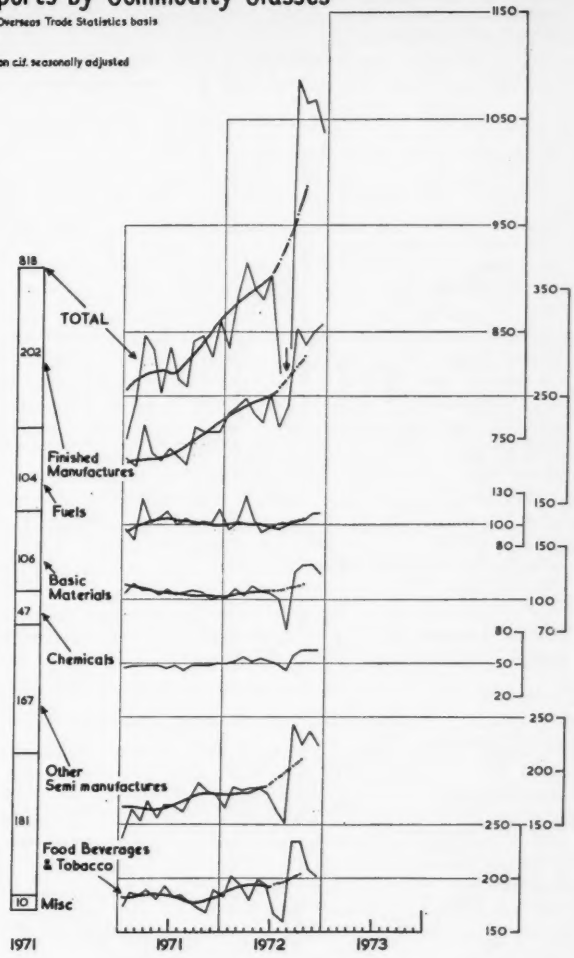

TABLE 21. IMPORTS: COMMODITY CLASSES (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif

	Rates of growth per cent								
	Average		1971		1972				
	1957-67	1969-72	1st half	2nd half	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Year
FOOD, BEVERAGES AND TOBACCO	2	7	1,103	1,073	580	574	560	645	2,359
Food and live animals	2	6	985	983	506	515	506	577	2,104
Meat and meat preparations	2	8	222	243	126	132	126	156	540
Dairy products and eggs	4	12	117	122	79	63	59	55	256
Cereals and animal feeding stuff	1	1	190	173	71	83	91	97	342
Fruit and vegetables	4	7	198	194	105	105	102	120	432
Beverages and tobacco	3	12	118	91	75	59	54	68	255
Beverages	7	30	48	51	32	32	29	41	134
Tobacco	+0	2	70	39	43	26	22	30	122
FUELS	5	11	624	623	322	298	300	325	12,44
INDUSTRIAL MATERIALS	3	6	1,879	1,963	1,000	10,33	1,009	1,256	4,298
Basic materials	−1	2	646	625	314	326	299	387	1,325
Crude materials	−2	2	590	572	289	304	279	364	1,236
Oilseeds, oilnuts and oil kernels	−5	10	19	19	10	11	15	15	51
Wood, lumber and cork	1	5	133	111	66	61	48	79	254
Wool and other animal hair and tops	−6	−2	42	44	21	25	24	39	110
Animal and vegetable oils and fats	1	7	56	53	24	22	20	23	89
Chemicals	11	12	283	285	156	158	151	186	652
Other semi-manufactures	7	8	950	1,053	530	549	559	683	2,320
FINISHED MANUFACTURES*	17	19	1,181	1,251	723	710	773	925	3,130
†	16	23	1,174	1,248	723	709	773	925	3,129
MISCELLANEOUS	−17	12	52	73	28	38	29	28	124
TOTAL*	5	10	4,839	4,982	2,637	2,676	2,671	3,172	11,155
†	4	11	4,832	4,980	2,637	2,676	2,671	3,172	11,155

* Including United States military aircraft, etc.
† Excluding United States military aircraft, etc.

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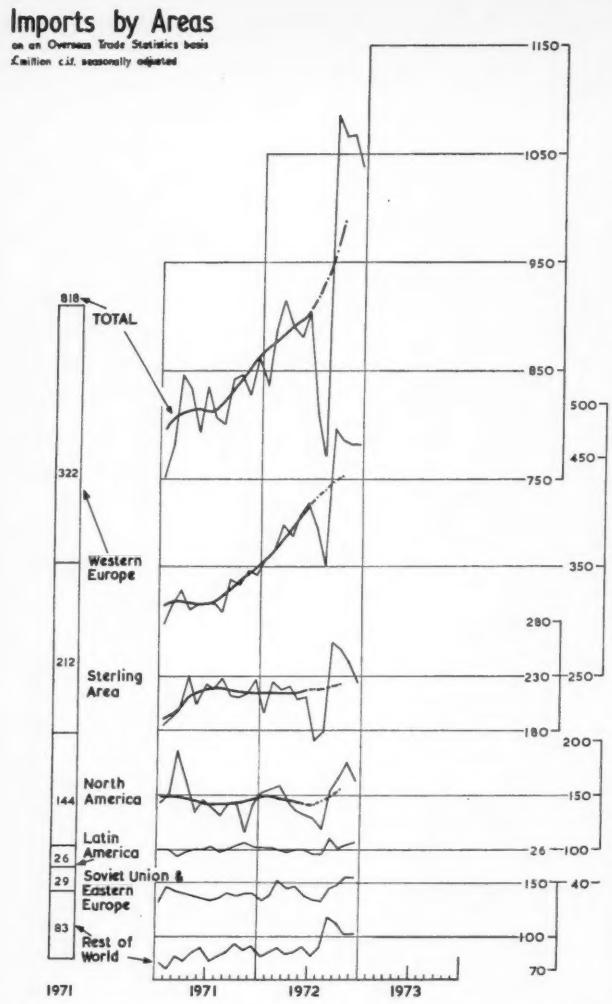

The changing pattern of imports

Changes in the commodity distribution of imports are illustrated at Table 19.

The change in the pattern of imports last year continued the experience of the last decade or so. Since the early 1960s the share of total imports taken by imports of food, drink and tobacco has declined annually, while there has been a continuing rise in the proportion of finished manufactures. Imports of all manufactures (both semi and finished) which accounted for 28 per cent of total imports last year compared with 11 per cent in 1960, now account for over half our total imports; in 1960 the proportion was only about a third. Semi-manufactures form part of the industrial materials group which has for a long time provided the main part of our imports. The position is changing a little insofar as the percentage share of total imports for this group as a whole, though still high, has declined from nearly 45 per cent in 1960 to 39 per cent last year. The share of imports of semi-manufactures has risen from 20 per cent to 27 per cent, but there has been a distinct falling off in the proportion of raw materials imported from nearly a quarter to only 12 per cent. The continued increase in the share taken by finished manufactures can largely be explained by the expansion of the economy, and in particular by the increase in consumer spending, which created a demand for more imports of consumer goods. The proportion of fuel imports to total fell back again last year after rising in 1971 when the OPEC agreement had influenced oil prices.

Imports of United States military aircraft were negligible in 1972 and only £10 million in 1971 and the exclusion of these imports from the figures would have little effect on the proportions for each category of imports in these two years.

Table 20 refers to area distribution of imports. The area pattern of imports is of course dependent on the composition of commodities imported. The expansion in imports of manufactured goods was reflected in the increasing share of our total imports accounted for by Western Europe again last year, from both the EEC and EFTA countries. The Sterling Area tends to take a smaller proportion of the total each year as food imports diminish as a major part of our imports, and as the change from raw materials to partly processed materials switches demand from primary producers to the manufacturing countries.

The fall in the share from North America largely reflects the fall in imports from Canada. Latin America's share has halved since

TABLE 22. IMPORTS: AREAS (Overseas trade statistics basis)

Seasonally adjusted val ues — £ million cif

	Rates of growth per cent								
	Average		1971		1972				
	1957-67	1969-72	1st half	2nd half	1st qtr.	2nd qtr	3rd qtr.	4th qtr.	Year
STERLING AREA	4	5	1,233	1,308	635	636	608	720	2,600
Australia	−4	6	148	128	61	68	67	88	283
New Zealand	+0	5	111	116	71	59	58	63	251
Irish Republic	7	14	231	276	125	109	101	110	445
Republic of South Africa	6	−1	112	129	64	77	68	86	296
India	−2	2	55	56	24	29	35	24	112
WESTERN EUROPE	8	17	1,882	1,982	1,114	1,185	1,211	1,391	4,901
EEC	10	19	1,014	1,092	607	662	687	773	2,729
Western Germany	10	22	308	339	188	202	209	242	841
Netherlands	9	15	248	260	146	159	145	165	615
Belgium and Luxembourg	8	19	107	117	66	78	84	88	316
France	9	24	214	230	134	145	146	178	604
Italy	12	16	138	145	77	81	91	104	353
EFTA	7	16	764	796	448	472	478	563	1,961
Sweden	5	15	202	204	117	124	117	154	513
Norway	7	7	97	104	55	54	52	57	219
Denmark	7	12	147	154	80	88	84	96	348
Finland	6	12	107	108	63	59	54	71	247
Other	5	6	96	103	56	49	48	58	211
NORTH AMERICA*	5	3	923	809	464	413	401	507	1,785
†	4	6	908	807	464	413	401	507	1,784
USA and dependencies*	5	1	602	493	310	258	273	339	1,180
†	5	7	595	490	310	258	273	339	1,179
Canada	4	6	318	320	152	151	131	171	605
LATIN AMERICA	−2	−2	148	169	82	79	80	88	329
SOVIET UNION AND EASTERN EUROPE	9	6	175	169	94	98	79	125	396
REST OF WORLD	55	17	483	519	258	260	291	317	1,126
Japan	14	45	95	107	67	65	84	99	314
TOTAL*	5	10	4,839	4,982	2,637	2,676	2,671	3,172	11,155
†	4	11	4,832	4,980	2,637	2,676	2,671	3,172	11,155

* Including United States military aircraft, etc.
† Excluding United States military aircraft, etc.

1960, but has remained fairly constant since 1970—fluctuating metal prices, strikes in the copper industry and changes in meat supply and demand are all influences which vary the proportion of imports from Latin America from year to year. There was little change last year in the share from the remaining countries, including the Soviet Union and Eastern Europe.

Commodity pattern of imports

Food, beverages and tobacco (Table 23)

In 1972, as in recent years, higher prices accounted entirely for the strong growth in the value of imports of food, beverages and tobacco. Their volume was unchanged. The price rises reflected the increases in sterling prices resulting from the floating of the pound, the effect of the world shortage of some foods (especially meat) on prices as well as the usual changes arising from normal market influences. In value, imports of food, beverages and tobacco rose to £2,359 million last year, 8 per cent more than in 1971, and a slightly faster annual growth rate than in recent years. There were significant increases in all three categories making up this group, as imports of food and beverages continued to expand, and tobacco imports recovered and grew strongly again after declining for some years.

The largest category, food and live animals, accounted for about three-quarters of the increase in value in 1972, and more than half of this rise was in meat imports; there was also a sharp increase in imports of fruit and vegetables and sugar. There was a rise in the value of most other foods imported in the year: tea and coffee imports along with cereals were some of the few commodities the imports of which did not increase in value last year.

Imports of live animals last year were little changed, though their composition altered from those imported in 1971. Rather less live cattle were imported from the Irish Republic but rather more horses were imported.

Imports of meat and meat preparations last year reached £540 million £75 million more than in 1971, a rise of 16 per cent. World shortage of beef had increased prices of meat generally last year, and the cost of our imports of beef, mutton, lamb and bacon was consequently sharply higher. In addition, we had to import more beef from abroad to supplement diminished home supplies and this contributed to the high level of meat imports. The quantities of mutton, lamb and bacon imported were, however less than in 1971. Imports from two of our three main suppliers of beef, the Argentine Republic and Australia showed considerable increases in value but imports from the Irish Republic fell in value and in quantity although prices were raised substantially. Beef imports from Australia more than doubled in quantity and those from the Argentine were nearly two-thirds higher than in the previous year. Price increases accounted entirely for the rise in value of Australian and New Zealand lamb last year. There was a modest fall in the small amount of poultry imported, but despite lower imports of bacon, higher prices ensured a 7 per cent increase in 1972 compared with 1971. Denmark was again our main supplier with Poland and the Irish Republic accounting for a fair proportion of the remainder of our bacon imports. The rise last year in the value of imports of canned meat was attributable both to higher prices and greater volume of imports.

Last year imports of dairy produce and eggs rose by 7 per cent to £256 million compared with a rise of a little less than 30 per cent in 1971. The value of butter imports increased, as prices rose by about 15 per cent, although there was a fall in quantity. Cheese imports were again higher in value, though reduced in quantity. Imports of eggs were much reduced; their value was about a quarter of that in 1971 when imports had reached an unusually high level, although still only a fraction of the group as a whole. Fish imports, fresh, frozen and canned continued to expand last year and with a rise of over 15 per cent reached £96 million.

Among the other foods to show considerable increases over last year, were imports of raw sugar, and fruit and vegetables. With both quantity and price increasing in 1972 raw sugar imports were over a quarter more in value than in 1971 as supplies from the West Indies became more plentiful. There was a 10 per cent increase in the value of imports of fruit and vegetables last year. They reached a peak level of £432 million. The increases were widespread over all the fresh and dried fruits, though some of the largest rises were in apples, bananas, nuts and raisins, most vegetables also increased, including, potatoes, beans and tomatoes.

Coffee imports were less in 1972 than in 1971 with prices and quantities both a little lower and tea imports continued to decline. There was a 13 per cent reduction in their value compared with a year earlier with lower price and a smaller volume imported. Imports from India were down by a third in value but offsetting this a little, imports from Kenya and the Netherlands rose markedly.

Imports of cereals fell markedly last year (by 9 per cent) but a moderate rise in imports of feeding stuffs offset this a little and the group as a whole showed a decline of 6 per cent in value. There was a world shortage of grain last year owing to the failure of previous harvests, and the level of imports of wheat and barley was considerably reduced. Maize imports were less, too, but in value only. Our sources of supply for the various types of grain were necessarily changed in 1972. Our main supplier of wheat was still Canada, but unusually supplies were obtained from France, and imports from there in 1972 were three times as much as in 1971: on the other hand maize imports from that country fell to almost negligible proportions compared with some £13 million a year earlier. Wheat imports from Australia were lower by £23 million (nearly 60 per cent) while barley imports from Canada fell by just under 40 per cent.

The rapid expansion in imports of beverages continued last year. In value, they rose to £134 million, over a third more than in the previous year. These imports have shown considerable growth since the ending of controls at the end of 1970.

Tobacco imports showed strong growth last year after their slight easing back in 1971. Part of the rise last year was due to heavy imports at the beginning of the year following the ending of the dock strikes which had affected US ports in the autumn of 1971. Tobacco imports in total rose by about £13 million last year, and £12 million of this increase was attributable to increased imports from the USA.

Mineral fuels and lubricants (Table 24)

Fuel imports were maintained at a high level last year. At £1,244 million, they were just below the value reached in 1971. Although the volume fell a little during the year, the overall average level of prices remained at the 1971 level. During the course of 1972, however, fuel imports had fluctuated: in the early part of the year, coal imports were stepped up when the miners' strike aggravated the shortage, but returned to a much lower level after the strike had ended. Coal imports in the second half were nearly 40 per cent less than in the first. For the year as a whole coal imports were over a quarter more in value than in 1971 and reached £59 million, a sharp increase on the £3 million which was the total for 1970 prior to coal imports being permitted. Oil prices, low at the beginning of the year with the emphasis on crude oil imports, later reached the level of the last half of 1971 following the depreciation of sterling arising from the floating of the pound and its marked effect in raising import prices. Crude petroleum imports were down both in quantity and price reaching £948 million in value compared with £956 million a year earlier. With lower prices, despite a slightly higher amount imported, the value of imports of petroleum products eased back last year.

Industrial materials (Table 24)

There was a resumption of growth in imports of industrial materials last year after the standstill the previous year. Their value in 1972 reached £4,298 million, nearly 12 per cent more than in 1971. Much of the increase was in increased volume; about a third was in higher prices though these were largely in the second half year and were due in part to the depreciation of the pound sterling. Much of the volume increase accompanied the rise in manufacturing output. While both the categories comprising the group increased to some extent, the rise in imports of semi-manufactured goods far outweighed that of basic materials. This, again, is in line with the increasing use of partly processed goods in manufacture and a consequence of the continued industrialisation of some of the developing countries. Imports of basic materials were much reduced in 1971, and the increase last year meant that imports again approached the 1970 figure: imports of semi-manufactures though continued their expansion. The rise in these latter imports last year was 16 per cent while imports of basic materials increased by a little over 4 per cent.

Basic materials

The value of imports of basic materials recovered last year to reach £1,325 million, just below the 1970 level. Price rises accounted

(continued on next page)

UK OVERSEAS TRADE IN 1972
continued

for almost all the increase, their volume increased only slightly. The increase in value was entirely in imports of crude materials, imports of animal and vegetable oils and fats were markedly lower than in 1971. Among crude materials, the recovery in imports of raw wool accounted for nearly half the increase of £74 million in 1972. The remainder of the rise in imports of crude materials was widespread over a variety of commodities, and there were few offsetting reductions in any of the commodities comprising the group. Timber imports continued to expand modestly while imports of wood pulp, which had accounted for a large part of the reduction in imports of basic materials in 1971 recovered some of the lost ground. There was a significant rise in imports of hides and skins probably allied in part to increased consumer demand for fashion garments, and higher prices also contributed. Imports of crude rubber continued to decline: the reduction was in natural rubber only, synthetic rubber imports were unchanged. With prices rising, although the volume of imports fell back, the value of raw cotton imports rose a little last year after easing back in 1971. The metalliferous ores and scrap group of imports showed a further reduction: imports of iron ore showed little change either in quantity or price. Scrap iron imports were a little lower but there were some variations in other commodities within the group. Some ores of non-ferrous metals were lower in value despite higher prices. For example, imports of, bauxite and nickel mattes were reduced; the value of lead and zinc ore imports was less than half of the 1971 value and the quantities were even less. Against this, tin ore imports were somewhat higher in value than they had been in 1971: prices had risen high enough to counteract the slightly lower quantities imported. Imports of tungsten ore fell sharply while imports of ores of titanium and similar ores increased,

Imports of oil seeds recovered from the decline of the previous year to reach £51 million, their highest level yet.

Semi-manufactures

Unlike imports of basic materials, the rise in the value of semi-manufactured imports last year was mainly in increased volume. Price increases accounted for about a third of the rise in value only. Imports of semi-manufactures were at £2,972 million, 16 per cent more last year than in 1971. Imports of both the categories in the group (chemicals and other partly processed goods) rose at nearly the same rate (around 15-16 per cent per annum) but imports of chemicals are under a third of the total of the group. Of the £401 million increase last year in the group as a whole, £317 million was related to imports of goods other than chemicals.

There was an upsurge in imports of chemicals last year: the rate of growth being more comparable with that obtaining in 1970 than that in 1971 when their growth had weakened considerably. The present rate of increase (15 per cent) is somewhat higher than the average for the last 10 years or so. Chemical imports reached £652 million last year. £83 million higher than in 1971. Over a third of this was in imports of chemical elements and compounds. These imports had shown very little growth in 1971 (imports of alumina had increased as the smelters had come on stream).

Imports of semi-manufactured goods other than chemicals grew rapidly last year. At £2,320 million, they were 16 per cent higher than in 1971. Strong growth in most types of partly processed goods was only marginally offset by a slight decline in imports of non-ferrous metals. About 30 per cent of the increase in the group as a whole was attributable to higher imports of pearls, diamonds and other precious stones, and there were increases of similar magnitude (a quarter or more) in the value of imports of wood manufactures, newsprint paper and board, some textile manufactures, leather, rubber and iron and steel products. Imports of cotton yarns and fabrics settled down into a more normal rate of growth after the rush in 1971 to take up quotas prior to the expected imposition of tariffs. The 1972 rate of increase was a modest 7 per cent compared with the 27 per cent rise of the previous year. The exceptionally large reductions in silver bullion and nickel imports were not completely offset by the increases in some other non-ferrous metals. Overall, imports of non-ferrous metals were 3 per cent less last year than in 1971. Silver bullion imports were reduced to about half of their 1971 level. These imports had been declining for some years after trebling in value in 1968 when some bullion had been imported on non-resident account for speculative purposes. Nickel imports, too were sharply reduced in value by 59 per cent from the high 1971 levels. Imports from the Soviet Union were reduced to negligible proportions and those from Canada were less than a third of the 1971 value. This decline reflects earlier distortions caused by labour problems in the Canadian industry. Among other metals in the non-ferrous group which increased in value last year, copper imports which comprise about half of the group, rose markedly in value last year having fallen back in 1971. There were higher imports from most of our suppliers but imports from Chile fell appreciably: prices generally were lower than in the previous year. Aluminium imports were also much lower again last year as new aluminium smelters in this country obviated the necessity to import the quantities previously imported and prices also fell sharply. Imports of zinc rose by 50 per cent while imports of tin fell compared with 1971; other non-ferrous metal imports were little changed. There were widespread increases last year in a variety of manufactures of metal especially in metal containers, casks and drums, cutlery, hand tools, and household equipment such as domestic stoves and boilers and domestic utensils.

Finished manufactures (Table 25)

Imports of finished manufactures last year accounted for over half of the increase of £1,334 million in total imports on an Overseas Trade Statistics basis. Reaching £3,130 million they grew by 29 per cent compared with 1971. A small part of the increase last year was the result of higher prices largely due to sterling depreciation, but the major part of the rise was due to higher volume. The government's policy of stimulating the economy had the effect of increasing consumer demand; this resulted in increased demand for imports to supplement domestic output. While imports of consumer and capital goods both increased in the year, the rate of growth in imports of consumer goods was the greater, the increase being nearly 50 per cent while imports of capital goods rose by 19 per cent. The ratio of capital to consumer goods has altered radically since 1969. About three-quarters of the value of imports of finished manufactures had been capital goods and a quarter consumer goods in the years up to 1969. Last year the proportion of capital goods was reduced to 64 per cent; imports of consumer goods grew strongly.

The value of imports of consumer goods was nearly half as much again in 1972 as in 1971. They rose to £1,134 million, £376 million more than a year earlier. More than three-quarters of this increase was in imports of durable goods, of which imports of cars and motor cycles accounted for over half. Western Germany, France, Italy and Japan were our main suppliers. The other increases were widespread over all durable goods, but the strongest growth was in imports of radios and television sets which more than doubled in value: television and radio sets imported from Japan were markedly higher. Imports of domestic refrigerators and washing machines increased (washing machine imports nearly doubled with high imports from Italy) and there were exceptionally high imports of photographic and sound reproducing equipment in the year. Other consumer durables (in Sections 7 and 8 of the *Overseas Trade Statistics*) for which imports showed a large increase last year included furniture, watches and clocks, musical instruments, and jewellery. Imports of clothing and footwear increased again but at a lower rate than in 1971 when there were exceptionally high imports from Hong Kong probably in order to take full advantage of quotas. Among other non-durable goods there were rises in imports of toys, travel goods, printed matter and stationery.

Imports of capital goods rose by 19 per cent in 1972 to £1,995 million following an increase of 9 per cent in 1971. The major part of the £323 million increase was accounted for by markedly higher imports of machinery whose growth had been depressed the previous year, but there were significant rises in imports of all categories and items comprising the group. Machinery imports were 18 per cent higher with higher imports of both electric and non-electric machinery contributing to the increase. Imports of aircraft and aircraft engines are very erratic especially since the introduction of such large passenger aircraft as the Jumbo jets. Aircraft imports remained high last year as in 1971. In that year there were five Jumbo jets imported valued at approximately £45 million. In 1972 the arrival of three Jumbo jets in the early part of the year helped to maintain a high level of imports. Arrivals of some other large commercial aircraft throughout the year as well as the Boeings in the first quarter ensured a 6 per cent increase over 1971. Imports of ships and boats also vary considerably from year to year. Last year, those recorded in the *Overseas Trade Statistics* increased to £57 million, while

those new ships built and delivered abroad for UK owners, not so recorded, increased once more: from £203 million in 1971 to £327 million, Western Europe and Japan being the main suppliers. (Though these ships are not recorded in the *Overseas Trade Statistics* their value is taken into account when calculating the import figure on a balance of payments basis.)

Sources of imports

Sterling area (Table 26)

Imports from the Sterling Area grew by only 2 per cent last year following the marked increase in 1971 associated with exceptionally high imports from the Irish Republic. Imports from the Irish Republic were much reduced (by 12 per cent) and there were reductions from several of the developing countries in the sterling area—including Ceylon, the Persian Gulf States, and Tanzania. Imports from most of the other countries in both the developed and developing sterling area showed some increase last year. There was little change in the rate of imports from New Zealand, but imports from Australia increased at a slower rate than in 1971, with meat and dairy imports lower. Imports from South Africa recovered from the decline of recent years, with imports of fruit and maize well up on the previous year. Imports from Zambia recovered a little, but are not yet near the high level of 1970, although imports of copper (one of our main imports from Zambia) were higher in value than in 1971.

North America

Imports from North America recovered a little last year: they were 3 per cent more in value than in 1971 when they had fallen back sharply after the rapid rise in the previous year. There was a reduction of 5 per cent last year in imports from Canada; imports from the United States showed a rise of 8 per cent. Over two-thirds of the reduction from Canada was in lower imports of nickel and nickel alloys; their value last year was only 30 per cent of the 1971 value, reflecting the distortions caused by strikes in earlier years. Other imports to contribute to the reduction from Canada include barley, iron ore, machinery and transport equipment, meat and dairy products and timber. Against this, imports of chemicals (especially chemical elements) were higher than in 1971 as were imports of wood and paper manufactures. The rise in imports from the United States was mainly a making up of imports delayed from 1971, by the dock strikes on the east coast of the United States. Tobacco imports accounted for about a seventh of the increase. Among other items to increase last year were imports of soya beans which trebled in value and quantity, coal, chemicals and machinery. Imports of transport equipment, on the other hand were much reduced, largely because of a fall of £10 million in imports of aircraft as well as a decline in parts of aircraft (other than engines).

Western Europe

Western Europe supplies 44 per cent of our imports. Last year the rate of growth of imports from this area was 27 per cent, more than twice the rate of the years 1970 and 1971. The increase in 1972 from EEC (the Six) was 30 per cent while that from the EFTA countries was 25 per cent. There were increases to some extent or other from all the countries making up these two economic groups and from the other countries of Western Europe.

Imports of manufactured and semi-manufactured goods which form the bulk of our imports from this area increased by about a third in value, but there were increases in non manufactures as well. Some foods, such as meat and fruit increased markedly. The increase from Western Germany was mainly in imports of machinery and transport equipment: these goods were up by a third in value, that from the Netherlands was widespread, but imports of non-metallic minerals were high. Wheat imports from France were markedly higher, as were all manufactures including especially machinery and transport equipment as they were also from Italy. Similarly increased imports from the EFTA countries mainly related to manufactured goods, though there were increased bacon imports from Denmark.

Latin America

Imports from Latin America last year recovered from the decline of the two previous years and with a growth of 4 per cent over 1971 reached £329 million. The varying meat situation, the fluctuating demand for oil and the price levels of copper and some ores all have a marked effect on the total of imports from Latin America from year to year. Some large increases last year from some of the countries within the area were partly offset by some reductions from other countries including the mineral and oil producing ones. Imports from the Argentine Republic went up by a third in value as world beef prices rose, these beef imports were nearly three-quarters as much again in value as in 1971 and the quantity imported was two thirds higher in addition to the increase in price. With higher imports of coffee and iron ore, imports from Brazil increased by about a quarter in value last year. There were some increases from some other Latin America countries including Paraguay and Dominican Republic. Offsetting these increases to some extent were extensive reductions in imports from Venezuela (mainly oil), Chile (mainly copper) and to a lesser extent from Peru. There were some smaller reductions in imports from Cuba and Mexico.

Soviet Union and Eastern Europe

There was strong growth last year in imports from the Soviet Union and Eastern Europe following the easing back of imports in 1971. In 1972 imports from this area reached £396 million, 15 per cent more than in the previous year. There were rises from all the larger countries in the area, and they were widespread over a range of commodities but with particular emphasis on imports of partly processed goods, machinery and transport equipment and some miscellaneous manufactured consumer goods.

Rest of the World

At 12 per cent, the rate of growth of imports from the remaining non sterling countries in 1972 was less than half the rate in 1971. The trend varied from country to country, some such as Iran, Saudi Arabia and Algeria showing very heavy increases which were offset in part by a marked reduction in imports from Libya and smaller reductions from some of our other suppliers from this area. Higher imports from Japan accounted for a major part of the increase, being more than half as much again as in 1971 when they surged ahead: the main increases from that country were in machinery and transport equipment (more especially cars) but there were rises in imports of some consumer items, such as television and radio receivers, and sound reproducing equipment such as tape recorders.

(*continued on next page*)

TABLE 23. IMPORTS: FOOD, BEVERAGES AND TOBACCO

(Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million cif

		1970		1971		1972	
FOOD AND LIVE ANIMALS		1,857.8	*6*	1,967.6	*6*	2,104.1	*7*
Live animals		56.5	*5*	71.3	*26*	72.0	*1*
Meat and meat preparations		437.8	*1*	464.9	*6*	540.0	*16*
Beef and veal		93.8	*– 6*	105.0	*12*	141.9	*35*
	Th. tons	261	*–23*	249	*– 5*	273	*10*
Mutton and lamb		85.8	*– 6*	92.8	*8*	104.8	*13*
	Th. tons	326	*–10*	348	*7*	326	*– 6*
Bacon		135.4	*6*	129	*– 5*	138.1	*7*
	Th. tons	378	*– 2*	369	*– 2*	345	*– 7*
Dairy products and eggs		185.3	*1*	238.7	*29*	255.5	*7*
Butter		126.3	*– 1*	162.4	*29*	170.6	*5*
	Th. tons	399	*– 4*	384	*– 4*	350	*– 9*
Fish and fish preparations		74.4	*6*	83.4	*12*	96.3	*16*
Raw sugars		94.6	*– 5*	100.4	*6*	126.0	*26*
	Th. tons	1,800	*–12*	1,911	*6*	2,032	*6*
Cocoa beans		27.7	*–15*	23.0	*–17*	26.3	*14*
	Th. tons	81	*20*	84	*4*	109	*31*
Tea and mate		104.9	*27*	94.9	*– 9*	82.4	*–13*
	Th. tons	249	*19*	223	*–10*	209	*– 6*
Cereals and feeding stuff for animals		368.7	*11*	363.3	*– 1*	341.5	*– 6*
Fruit and vegetables		378.2	*6*	391.4	*4*	432.0	*10*
BEVERAGES AND TOBACCO		189.4	*3*	208.2	*10*	255.3	*23*
Beverages		79.0	*14*	99.3	*26*	133.7	*35*
Tobacco and tobacco manufactures		110.4	*– 4*	108.9	*– 1*	121.6	*12*

UK OVERSEAS TRADE IN 1972
continued

EXPORTS AND IMPORTS (Overseas trade statistics basis)
Recorded values
Quarters

£ million

Section or Division	Exports				Imports			
	1st quarter, 1972	2nd quarter, 1972	3rd quarter, 1972	4th quarter, 1972	1st quarter, 1972	2nd quarter, 1972	3rd quarter, 1972	4th quarter, 1972
0. FOOD AND LIVE ANIMALS Total	73.6	82.6	74.9	114.4	539.4	533.6	470.2	561.0
00 Live animals	6.6	9.0	9.6	15.1	18.5	16.7	16.6	20.2
01 Meat and meat preparations	8.6	11.9	13.3	15.5	129.9	134.0	128.7	147.3
02 Dairy products and eggs	5.2	6.0	5.0	6.1	97.4	55.3	43.7	59.1
03 Fish and fish preparations	6.2	6.6	6.4	10.1	23.1	19.8	23.9	29.6
04 Cereals and cereal preparations	7.6	8.3	6.0	12.0	50.6	65.1	67.3	74.2
05 Fruit and vegetables	8.2	6.8	5.3	11.0	113.4	128.5	87.5	102.5
06 Sugar, sugar preparations and honey	9.6	10.7	11.1	15.0	30.9	39.7	34.4	41.3
07 Coffee, cocoa and preparations, tea and spices	12.4	12.2	9.8	16.2	47.4	46.1	41.7	52.5
08 Feeding stuffs for animals	3.7	3.9	3.2	6.0	20.4	20.2	19.3	24.5
09 Miscellaneous	5.5	7.1	5.2	7.4	7.8	8.0	7.0	9.8
1. BEVERAGES AND TOBACCO Total	64.6	80.9	57.4	111.5	59.9	54.3	54.2	86.8
11 Beverages	53.7	67.6	46.8	98.3	25.2	30.4	32.4	45.8
12 Tobacco	10.9	13.3	10.6	13.3	34.8	24.0	21.7	41.1
2. CRUDE MATERIALS INEDIBLE Total	76.9	80.6	62.3	90.4	278.6	301.6	285.3	370.4
21 Hides, skins and fur skins, undressed	21.3	16.2	15.8	22.4	22.5	15.7	19.6	27.3
22 Oil seeds, oil nuts and oil kernels	0.4	0.4	0.3	0.6	9.3	11.0	12.8	18.3
23 Crude rubber (including synthetic and reclaimed)	7.6	7.3	5.5	7.9	12.7	10.7	11.4	12.7
24 Wood, lumber and cork	0.5	0.6	0.5	0.7	47.6	57.6	66.7	82.0
25 Pulp and waste paper	0.5	0.5	0.4	0.6	41.2	41.6	39.1	50.1
26 Textile fibres not manufactured and their waste	24.2	30.3	20.5	33.2	51.5	56.6	44.3	61.4
27 Crude fertilisers and minerals	10.9	13.2	10.7	14.6	14.2	15.1	13.8	16.8
28 Metalliferous ores and metal scrap	7.6	8.6	6.1	6.5	61.8	79.8	62.0	81.2
29 Crude animal and vegetable materials	3.9	3.4	2.6	4.1	17.8	13.4	15.7	20.6
3. MINERAL FUELS, LUBRICANTS, ETC. Total	60.0	56.4	57.2	65.1	339.5	304.5	281.4	318.9
33 Petroleum and petroleum products	57.3	51.8	52.3	57.9	309.1	282.4	269.3	307.7
Coal, coke, gas and electric energy	2.6	4.6	4.9	7.3	30.4	22.1	12.1	11.2
4. ANIMAL AND VEGETABLE OILS AND FATS Total	2.7	2.5	2.3	3.6	23.8	23.3	20.7	21.6
5. CHEMICALS Total	226.5	261.4	202.9	270.8	163.5	163.5	148.1	176.9
51 Chemical elements and compounds	57.5	71.0	57.3	68.6	66.5	65.0	61.0	73.1
53 Dyeing, tanning and colouring materials	23.9	29.4	22.1	30.6	10.7	10.8	10.4	11.3
54 Medicinal and pharmaceutical products	43.5	45.9	39.3	52.0	10.0	9.9	11.1	12.6
55 Essential oils and perfume materials	18.4	21.0	15.8	22.3	7.7	8 3	7.9	8.8
56 Fertilisers, manufactured	1.8	1.4	1.4	2.4	9.8	10.5	4.8	7.8
58 Plastic materials and artificial resins	42.2	46.9	35.1	52.1	34.9	35.6	34.6	38.4
All other chemical materials and products	39.2	45.9	32.0	42.8	23.9	23.3	18.3	24.9
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL Total	550.5	610.8	517.7	674.8	541.3	564.2	540.0	674.9
61 Leather, leather manufactures and dressed furs	14.7	18.0	13.9	20.3	10.5	12.0	11.1	13.5
62 Rubber manufactures, n.e.s.	24.3	25.5	19.0	27.6	8.7	11.1	9.0	13.7
63 Wood and cork manufactures (excluding furniture)	2.5	3.4	2.2	3.3	34.0	35.6	29.8	42.5
64 Paper, paperboard and manufactures thereof	24.3	27.7	20.1	29.7	74.5	78.1	74.3	84.7
65 Textile yarn, fabrics and articles	105.0	116.2	92.7	131.5	90.0	88.6	83.8	107.3
66 Non-metallic mineral manufactures	143.4	153.0	161.2	124.5	124.5	141.3	138.9	167.1
67 Iron and steel	92.1	96.9	71.2	116.8	58.0	60.9	57.1	76.3
68 Non-ferrous metals	74.7	90.1	82.3	99.8	109.3	104.8	103.8	129.2
69 Manufactures of metal, n.e.s.	69.5	80.0	55.2	85.6	31.8	31.8	32.1	40.6
7. MACHINERY AND TRANSPORT EQUIPMENT Total	977.3	1,058.1	807.5	1,172.6	537.3	540.0	507.4	652.6
71 Machinery other than electric	495.1	547.9	420.8	590.3	246.2	253.9	246.7	292.9
72 Electric machinery, apparatus and appliances	159.1	171.5	134.6	196.5	117.3	122.2	125.7	162.4
73 Transport equipment	323.1	338.7	252.0	385.8	173.8	163.8	135.0	197.4
8. MISCELLANEOUS MANUFACTURED ARTICLES Total	215.0	230.5	208.5	272.3	198.3	212.3	217.0	264.7
81 Sanitary, plumbing, heating and lighting fixtures and fittings	5.8	6.1	4.6	7.2	4.6	4.5	4.3	6.2
82 Furniture	8.6	9.4	7.1	10.0	7.2	8.4	8.2	11.3
83 Travel goods, handbags and similar articles	1.0	1.0	1.0	1.1	2.0	2.0	2.3	2.5
84 Clothing	31.9	30.9	39.0	42.5	53.0	49.0	52.5	64.4
85 Footwear	8.6	7.1	8.0	8.6	18.8	14.4	14.8	14.4
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	66.7	70.7	58.3	77.9	42.9	48.6	50.1	58.2
89 Miscellaneous manufactured articles, n.e.s.	92.5	105.5	90.4	124.9	69.8	85.3	84.9	107.8
5-8. MANUFACTURED GOODS Total	1,969.2	2,160.8	1,736.6	2,390.5	1,440.5	1,480.0	1,412.6	1,769.1
9. COMMODITIES AND TRANSACTIONS NOT CLASSIFIED ACCORDING TO KIND Total	65.1	67.7	59.2	76.6	35.5	34.6	25.8	28.5
TOTAL ALL SECTIONS	2,312.1	2,531.5	2,049.9	2,852.2	2,717.1	2,731.9	2,550.1	3,156.3

TABLE 24. IMPORTS: MATERIALS AND FUELS (Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million cif

	1970		1971		1972	
CRUDE MATERIALS	1,261.3	7	1,161.6	−8	1,235.9	6
Oil seeds, oil nuts and oil kernels	41.7	9	38.1	−9	51.4	35
Wood, lumber and cork	237.7	9	244.8	3	253.9	4
Sawn softwood	188.5	10	196.9	4	204.0	4
Th. cub. metres	7,939	3	7,957	—	8,159	3
Woodpulp	197.7	20	161.4	−18	172.0	7
Th. metric tons	3,155	4	2,404	−24	2,620	9
Wool and other animal hair and tops	92.6	−22	63.8	−31	109.8	72
Raw wool	79.3	−20	54.3	−31	89.6	65
Th. metric tons	202	−13	158	−22	207	29
Raw cotton	43.6	− 1	40.9	− 6	44.0	8
Th. tons	164	3	140	−15	135	− 4
Metalliferous ores and scrap	346.5	19	316.8	− 9	284.8	−10
Iron ore	106.1	21	107.8	2	107.8	—
Th. metric tons	20,181	9	17,744	−12	17,712	—
Hides and skins	70.1	−10	73.9	5	85.1	15
Crude rubber	57.6	− 5	52.8	− 8	47.6	−10
ANIMAL AND VEGETABLE OILS AND FATS	100.7	38	108.9	8	89.3	−18
CHEMICALS	542.8	17	568.7	5	652.0	15
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	1,957.3	6	2,003.1	2	2,320.4	16
Wood manufactures	108.5	20	113.9	5	141.8	24
Newsprint, paper and board	231.1	14	256.6	11	311.5	21
Cotton yarns and fabrics	61.7	− 8	78.6	27	84.0	7
Other textile manufactures	194.6	13	246.4	27	285.8	16
Pearls, diamonds and other precious stones	315.5	− 7	398.5	26	495.4	24
Iron and steel	222.4	28	206.5	− 7	252.3	22
Th. metric tons	2,714	− 3	2,491	− 8	3,194	28
Non-ferrous metals	608.4	—	460.4	−24	447.1	− 3
Silver bullion	37.4	−60	21.6	−42	10.6	−51
Copper	283.7	2	187.4	−34	207.7	11
Th. metric tons	462	− 2	412	−11	473	15
Aluminium	130.1	23	101.0	−22	96.7	− 4
TOTAL INDUSTRIAL MATERIALS†	3,862.1	9	3,842.3	− 1	4,297.6	12
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	944.9	4	1,246.6	32	1,244.3	—
Petroleum, Crude and partly refined	711.8	7	955.7	34	948.0	− 1
Th. tons	101,308	9	107,639	6	105,565	− 2
Petroleum products	203.7	− 3	218.8	7	208.9	− 5
Th. tons	19,874	1	19,050	− 4	19,180	1
Coal, coke and briquettes	3.4		47.3		59.4	

† Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by material.

TABLE 25. IMPORTS: FINISHED MANUFACTURES (Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million cif

	1970		1971		1972	
CONSUMER GOODS †	535.2	19	758.8	42	1,134.3	50
Cars and motor cycles	90.3	57	181.3	101	340.7	88
Other durable goods	145.1	38	198.6	37	324.5	63
Works of art	54.3	− 4	56.1	3	77.9	39
Clothing and footwear	170.0	6	232.8	37	281.2	21
Other consumer goods	75.4	4	90.0	19	110.0	22
OTHER MAINLY CAPITAL GOODS	1,536.9	11	1,672.6	9	1,995.4	19
Machinery	1,090.7	28	1,116.9	2	1,318.2	18
Aircraft and aircraft engines	152.0	−45	213.2	40	225.5	6
Ships and boats	31.5	−19	40.8	29	57.2	40
Instruments	97.4	22	110.6	14	122.6	11
Other	165.2	21	191.1	16	272.0	42
TOTAL FINISHED MANUFACTURES ‡	2,072.1	13	2,431.4	17	3,129.8	29

† Goods covered by headings in the overseas trade statistics believed to include mainly consumer goods.
‡ SITC (Revised) Sections 7 and 8.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Tables 4 and 5 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US

TABLE 26. IMPORTS BY AREAS AND COUNTRIES (Overseas trade statistics basis)

Percentage increase on a year earlier in italics — £ million cif

	1970		1971		1972	
STERLING AREA						
Developed countries						
Australia	260.2	10	276.8	6	283.4	2
New Zealand	203.2	− 6	227.5	12	251.5	11
Irish Republic	341.4	15	507.2	49	444.8	−12
Iceland	9.0	32	9.3	3	9.3	1
Republic of South Africa	258.4	−15	241.1	− 7	295.7	23
Developing countries						
Cyprus	20.4	8	22.8	12	21.7	− 5
Jamaica	27.4	5	34.5	26	38.7	12
Trinidad	19.4	−10	20.5	6	19.6	− 5
India	105.3	− 2	111.2	6	112.2	1
Pakistan	35.2	−11	33.8	− 4	34.8	3
Ceylon	36.5	10	29.3	−20	22.3	−24
Malaysia	46.5	39	42.8	− 8	46.6	9
Singapore	33.5	9	37.5	12	39.6	5
Hong Kong	128.4	2	164.8	28	184.7	12
Sierra Leone	31.4	−13	26.9	−14	29.1	8
Ghana	38.8	−10	32.2	−17	33.1	3
Nigeria	124.0	19	139.5	12	156.1	12
South West Africa	26.1	− 2	23.3	−10	23.3	—
Zambia	101.2	− 4	56.8	−44	60.4	6
Tanzania	24.0	—	24.7	3	22.4	− 9
Kenya	27.0	5	30.1	11	29.1	− 3
Mauritius	22.3	3	17.3	−22	27.1	56
Bahrain, Kuwait, Qatar and Trucial States	229.1	—	288.7	26	278.1	− 4
Other countries	141.4	− 1	142.3	1	136.4	− 4
TOTAL STERLING AREA	2,290.1	2	2,541.0	11	2,600.8	2
NORTH AMERICA						
Canada	682.2	35	637.3	− 7	605.2	− 5
United States and Dependencies	1,173.6	4	1,095.1	− 7	1,180.7	8
TOTAL NORTH AMERICA	1,855.8	13	1,732.4	− 7	1,784.9	3
WESTERN EUROPE						
Finland	194.9	12	214.9	10	246.6	15
Sweden	371.4	11	406.9	10	512.9	26
Norway (including Spitzbergen)	198.0	10	201.7	2	218.6	8
Denmark, Faroe Islands and Greenland	276.4	12	303.0	10	349.8	15
Switzerland and Liechtenstein	198.3	14	225.3	14	369.3	64
Portugal, Azores and Madeira	86.4	13	106.9	24	126.6	18
Austria	79.6	24	101.6	28	128.2	26
EFTA (excluding Iceland)	1,404.9	13	1,560.3	11	1,951.9	25
Western Germany	549.0	18	647.0	18	840.9	30
Netherlands	458.7	12	508.1	11	615.0	21
Belgium and Luxembourg	197.4	5	223.6	13	315.9	41
France	368.2	13	444.9	21	603.7	36
Italy	249.0	12	282.2	13	353.4	25
EEC	1,822.4	13	2,105.8	16	2,729.0	30
Greece	19.6	18	16.1	−18	17.3	8
Turkey	15.6	—	15.0	− 4	16.9	13
Yugoslavia	21.7	−12	18.4	−15	22.1	20
Spain, Canary Islands and Spanish Ports in North Africa	125.6	11	149.0	19	163.2	10
Other	0.1		0.3		0.5	
TOTAL WESTERN EUROPE	3,410.0	13	3,864.9	13	4,900.8	27

‡ From 1970 items valued at less than £50 have not been allocated to specific countries and areas.

(continued on next page)

UK OVERSEAS TRADE IN 1972
continued

TABLE 26 *(continued)*

Percentage increase on a year earlier in italics — £ million cif

	1970		1971		1972	
SOVIET UNION AND EASTERN EUROPE						
Soviet Union	210.5	*7*	199.5	*– 5*	227.5	*14*
Poland	62.1	*9*	59.7	*– 4*	70.7	*18*
Eastern Germany	16.1	*10*	19.6	*22*	21.6	*10*
Hungary	10.7	*14*	9.4	*–13*	11.8	*26*
Czechoslovakia	23.5	*9*	25.9	*10*	32.3	*25*
Romania	23.1	*– 7*	21.2	*– 9*	25.4	*20*
Other countries	8.3	*13*	8.2	*– 1*	7.0	*–15*
TOTAL SOVIET UNION AND EASTERN EUROPE	354.3	*7*	343.5	*– 3*	396.2	*15*
LATIN AMERICA						
Cuba	5.7	*5*	5.5	*– 4*	5.0	*– 8*
Mexico	6.3	*–56*	7.1	*12*	6.9	*– 3*
Colombia	8.9	*20*	5.6	*–37*	9.8	*73*
Venezuela	50.8	*–10*	75.9	*49*	56.8	*–25*
Peru	15.2	*9*	16.4	*8*	14.1	*–14*
Brazil	62.7	*24*	69.7	*11*	86.3	*24*
Chile	64.8	*–10*	48.6	*–25*	36.0	*–26*
Bolivia	28.5	*–17*	16.1	*–43*	17.0	*6*
Uruguay	8.6	*–35*	6.6	*–23*	6.3	*– 5*
Argentine Republic	65.5	*–17*	57.0	*–13*	76.5	*34*
Other countries	8.7	*– 1*	8.6	*– 1*	14.3	*67*
TOTAL LATIN AMERICA	325.7	*– 8*	317.1	*– 3*	329.1	*4*
REST OF THE WORLD						
Netherlands Dependencies	13.8	*3*	17.1	*23*	11.6	*–32*
Portuguese Dependencies	14.8	*91*	10.2	*–31*	19.0	*86*
Iraq	18.7	*–40*	36.8	*96*	34.1	*– 7*
Iran	76.3	*4*	109.5	*44*	123.8	*13*
Israel	44.9	*14*	53.7	*20*	57.2	*7*
Arab Republic of Egypt (*formerly* UAR)	10.8	*17*	15.8	*46*	12.6	*–20*
Saudi Arabia	104.8	*23*	174.0	*66*	183.7	*6*
Sudan	7.6	*4*	6.5	*–14*	5.3	*–20*
Algeria	21.2	*– 4*	17.0	*–20*	22.9	*35*
Libya	167.0	*11*	191.6	*15*	144.2	*–25*
Morocco	16.2	*4*	15.6	*– 4*	16.1	*3*
Republic of Zaire (*formerly* Congo (Kinshasa))	18.9	*–16*	19.1	*1*	19.1	*–*
Thailand	5.5	*– 4*	6.7	*22*	7.3	*9*
China	33.5	*–11*	31.6	*– 6*	35.6	*13*
Japan	134.6	*29*	201.5	*50*	314.0	*56*
Philippines	7.5	*72*	5.9	*–22*	5.2	*–11*
Other countries	85.9	*10*	89.8	*5*	113.9	*27*
TOTAL REST OF THE WORLD	782.0	*10*	1,002.4	*28*	1,125.8	*12*
TOTAL NON-STERLING AREA	6,727.7	*11*	7,260.4	*8*	8,536.7	*18*
LOW VALUE ITEMS‡	18.9		19.8		18.9	
TOTAL ALL COUNTRIES	9,036.8	*9*	9,821.1	*9*	11,155.4	*14*

‡ From 1970 items valued at less than £50 have not been allocated to specific countries and areas.

military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small). All these adjustments are described in greater detail in the annual *Pink Book, United Kingdom Balance of Payments* 1972 (Table 6 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 6, 7, 21 and 22 are available only on the *Overseas Trade Statistics* basis and correspond with the totals given in the first columns of Tables 4 and 5. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure, it is more useful to consider the average balance over three or more months.

1(d) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry*, August 19, 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy were described in an article published in *Trade and Industry* February 15, 1973.

1(e) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(f) Revisions to seasonally adjusted values of trade. Revised estimates of seasonally adjusted monthly and quarterly exports and imports have been made. The re-analysis of the series by the main computer programme after all the monthly figures for 1972 had become available has resulted in some modifications to the previously published series for 1971 and 1972, and the amended figures are shown in the tables together with the revised figures for the visible balance.

The *Trade and Industry* article of February 17, 1971 on seasonal adjustment explains the necessity for periodical revisions.

1(g) Area analyses of trade. The area definitions are those ruling in 1972.

2. Detailed particulars of United Kingdom imports and exports for 1972 were published on January 26, 1973†

† Overseas Trade Statistics of the United Kingdom, December 1972, published by HMSO, price £1.85 (annual subscription £25.05).

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United Kingdom balance of payments in the fourth quarter and year 1972

The following is a summary of an article prepared by the Central Statistical Office on the United Kingdom balance of payments. A more detailed discussion of recent trends in the United Kingdom balance of payments will be published in *Economic Trends* later this month.

Current balance (seasonally adjusted)

THE current account is estimated to have been in deficit by some £40 million in the fourth quarter. In 1972 as a whole there was a modest surplus of nearly £20 million.

The deficit on visible trade was about £230 million in the fourth quarter. Comparisons between quarters of 1972 are distorted by strike effects. The deficit of nearly £520 million in the second half of the year, compared with one of some £170 million in the first half, in part reflects the depreciation of sterling from June 1972 and rises in some world commodity prices. For the year as a whole the deficit on visible trade was some £690 million. In 1971 there was unusually a large surplus of nearly £320 million.

The surplus on invisibles, estimated at £190 million in the fourth quarter, was higher than in the preceding three quarters and rather above the average level in 1971. For the year as a whole the estimated surplus was £710 million, some £25 million less than in 1971. Lower surpluses than in 1971 were recorded for interest, profits and dividends and travel and there were increased deficits on the government and shipping accounts. These changes were largely counter-balanced by improved earnings from various financial and other services and an increase in the surplus on civil aviation.

Investment and other capital flows (not seasonally adjusted)

There was a net inflow of identified transactions in the fourth quarter of about £190 million. Official long-term capital showed a net outflow of £145 million, mainly debt repayments. Private investment overseas continued at the high level of over £350 million. This was largely matched by an inflow of over £310 million arising from net foreign currency borrowing by United Kingdom banks. Overseas investment in the United Kingdom private sector was nearly £200 million, and sterling balances rose by nearly £250 million, mainly those of official holders. Net trade credit and other short-term flows are provisionally estimated to have resulted in a net outflow of some £70 million in the quarter.

Taking 1972 as a whole there was a net outflow on identified transactions of about £710 million following the exceptional inflow of nearly £1,830 million in 1971. The outflow was mainly concentrated in the period of speculative pressure in the second quarter. Private investment overseas was £1,350 million. Of this, nearly £400 million of direct investment was reinvested profits. Of the remainder, which included a particularly marked increase in overseas portfolio investment, over £700 million was financed by a rise in net foreign currency borrowing by United Kingdom banks. Inward investment in the public and private sectors taken together was over £750 million, some £350 million below 1971. Net trade credit gave rise to an outflow of around £70 million. External sterling liabilities rose by about £220 million, but included some reduction by private holders. There was a very large outflow (mainly in the second quarter) on other short-term flows, particularly in sterling claims other than for export credit.

Total currency flow and balancing item (not seasonally adjusted)

The total currency outflow in the fourth quarter was £198 million. Current account transactions were in small surplus while identified net investment and other capital inflows amounted to some £190 million. There was a large negative balancing item of about £140 million, probably attributable in part to the recording distortions arising from the dock strike in July.

The total currency outflow in the year 1972 was £1,265 million, which compares with an inflow of £3,228 million in 1971. The current account was in modest surplus over the year as a whole. Investment and other capital flows accounted for about £710 million of the outflow, while the balancing item, which probably included unidentified capital outflows such as leads and lags in commercial payments, was negative by about £570 million.

Official financing (not seasonally adjusted)

The total currency outflow in the fourth quarter was financed by drawing from the official reserves. During the year as a whole £124 million of Special Drawing Rights, the United Kingdom share of the final allocation in the First Basic Period, was taken into the reserves, so that the official financing requirement was reduced to £1,141 million. In addition, the balance of liabilities to the IMF amounting to £415 million was repaid. £864 million was financed by extinguishing outstanding amounts swapped forward with overseas monetary authorities and the remaining £692 million was taken from the reserves.

SUMMARY BALANCE OF PAYMENTS

£ million

	1970	1971	1972	1971 1st qtr.	1971 2nd qtr.	1971 3rd qtr.	1971 4th qtr.	1972 1st qtr.	1972 2nd qtr.	1972 3rd qtr.	1972 4th qtr.
						Seasonally adjusted					
Current Account											
Visible trade	+ 12	+ 317	− 692	− 62	+118	+181	+ 80	−122	− 53	−284	−233
Invisibles	+ 676	+ 734	+ 710	+ 192	+183	+179	+180	+181	+ 168	+171	+190
CURRENT BALANCE	+ 688	+1,051	+ 18	+ 130	+301	+360	+260	+ 59	+ 115	−113	− 43
						Not seasonally adjusted					
Currency flow and official financing											
Current balance	+ 688	+1,051	+ 18	+ 69	+349	+352	+281	− 39	+ 173	−137	+ 21
Investment and other capital flows	+ 547	+1,829	− 713	+ 585	+317	+481	+446	+ 49	− 819	−134	+191
Balancing item	+ 52	+ 348	− 570	+ 319	− 32	−165	+226	+ 47	− 399	+192	−410
TOTAL CURRENCY FLOW	+1,287	+3,228	−1,265	+ 973	+634	+668	+953	+ 57	−1,045	− 79	−198
Allocation of Special Drawing Rights (+)	+ 171	+ 125	+ 124	+ 125	—	—	—	+124	—	—	—
Gold subscription to IMF (−)	− 38	—	—	—	—	—	—	—	—	—	—
Total	+1,420	+3,353	−1,141	+1,098	+634	+668	+953	+181	−1,045	− 79	−198
Financed as follows:											
Net transactions with overseas monetary authorities (1)	−1,295	−1,817	+ 449	− 894	−508	− 92	−323	+ 10	+ 999	−560	—
Official reserves (drawings on, +; additions to, −) (2)	− 125	−1,536	+ 692	− 204	−126	−576	−630	−191	+ 46	+639	+198

(1) From July 1972 transactions with the IMF affecting the United Kingdom reserve position in the Fund are included as changes in official reserves.
(2) From 23 August 1971, valued in sterling at the rates of exchange at which transactions occurred. See note on page 79 of the 1972 issue of the Pink Book.

Trends in invisible transactions

THE net surplus on invisibles is provisionally put at £710 million in 1972, a decrease of £24 million from the record surplus achieved in 1971. The fall was the net result of a number of varying movements—a large increase in net earnings from other services and an increased surplus on civil aviation being more than offset by reduced surpluses on travel and on interest, profits and dividends, and by increased deficits on shipping and on Government services and transfers.

The net figure was lower in the second and third quarters of 1972 than in 1971 but improved substantially in the fourth quarter when it was above the average achieved in 1971. Improvements in the shipping and travel accounts combined with increased surpluses from other services and from interests, profits and dividends outweighed adverse movements on other accounts, and the surplus in the fourth quarter, at £190 million, was nearly £20 million higher than in the third quarter.

The increase in the net deficit on the shipping account in 1972 was almost wholly due to tanker activities, largely arising from a substantial fall in freight rates. The tanker account showed an improvement in the fourth quarter, but this was partly offset by a reduction in the surplus on dry cargo shipping, which was however in surplus by £55 million in the year as a whole.

Civil aviation showed a net surplus of over £50 million in 1972, nearly £20 million more than in 1971. Both credits and debits reflected the increased demand in the market compared with 1971 but credits benefited particularly from the increased profitability of BOAC in North America. The surplus was lower in the fourth quarter of 1972 than in earlier quarters, largely because of a rise in expenditure abroad by United Kingdom airlines.

The travel account, following surpluses of some £50 million in both 1970 and 1971, contributed only £10 million to the invisible balance in 1972. The growth in the number of overseas visitors to the United Kingdom has slowed down, whereas British visits abroad have continued to increase at a rate of around 10 per cent a year, so that while there were increases on both sides of the account, that on the debit side was the greater.

The surplus on other services, which includes financial and allied services, was nearly £110 million greater in 1972 than in 1971. Earnings in the form of commission rose by over £30 million, as a consequence of the very much higher levels of merchandise trade in 1972. Other substantial rises came from insurance earnings and from earnings on construction work abroad.

Net receipts of interest, profits and dividends fell by just over £30 million in 1972 compared with 1971, both credits and debits continuing to increase throughout the year.

The rise in earnings on United Kingdom direct investments abroad accelerated during 1972, the annual total being some 12 per cent above the level of 1971, following rises of 5 per cent and 2 per cent in 1970 and 1971 respectively. Earnings on foreign direct investment in the United Kingdom rose by over 20 per cent between 1971 and 1972, reflecting the growth of company earnings in general in the United Kingdom. The net surplus had been showing a downward trend during the first three quarters of 1972 but this was reversed in the fourth quarter when the effect of the float of the pound was reflected in the sterling value of United Kingdom earnings abroad.

There was a fall in oil company earnings in 1972, while portfolio investment income remained steady. Other improvements in credits for interest, profits and dividends came from increased interest on foreign currency reserves due to higher interest rates and from earnings on Euro-currency transactions. On the debit side higher rates led to rises in payments of interest on portfolio investment and on sterling liabilities.

The major part of the increased deficit on Government expenditure overseas in 1972 was attributable to the float of sterling which increased military costs, particularly in Germany, and also administrative and diplomatic expenditure overseas. The deficit in the second half of 1972 was over £20 million higher than that in the first half.

Notes and definitions

Additional details on particular categories of invisibles can be found in the following articles in *Trade and Industry*.

Civil Aviation (March 16, 1972).
Travel (December 21, 1972; also Business Monitor M6 'Overseas Travel and Tourism').
Direct Investment (next week; also Business Monitor M4 'Overseas Transactions').
Films and Television (July 20, 1972).
Royalties, etc. (March 30, 1972).

Shipping. There are difficulties in valuing oil freights, particularly in periods such as that following the closure of the Suez Canal. Subject to certain adjustments, use is made of the AFRA freight rate (Average Freight Rate Assessment, compiled by a panel of London brokers). For a fuller discussion of the problems of valuation, see the Technical Note on page xvi of *Economic Trends* for December 1967.

The entries for **Travel** relate to the expenditure of holiday, business and other visitors. They exclude fares (except international rail fares, which are included).

Credits for **Financial and allied services** include the overseas earnings on banking and insurance (except those of overseas branches, subsidiaries and associates, or on overseas portfolios, which are included under 'interest, profits and dividends'); merchanting profits on third-country trade; and overseas earnings of the Baltic Exchange, Lloyd's Register of Shipping, the Stock Exchange, and other financial intermediaries.

Interest, profits and dividends are after deduction of taxes. The whole of the profits earned on direct investment are taken into account, a contra balance of payments entry under 'private investment' being made in respect of unremitted profits. 'Other' includes interest payments and receipts on inter-government loans and other official investment; charges on drawings from the IMF; interest on external liabilities and claims; interest on trade credit; income from real estate owned abroad (other than through the overseas subsidiaries of property companies); and income from trust funds invested abroad.

The entries for **Government services** relate predominantly to military, administrative and diplomatic expenditure.

Official **transfer** payments include economic and military grants to other countries, and subscriptions to international organisations.

Private transfers include gifts, legacies, workers' remittances, and the transfer of assets by migrants.

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INVISIBLES

£ million

	1968	1969	1970	1971	1972	1972† 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
CREDITS									
Private services:									
Shipping:									
Freight and fares	860	854	1,107	1,330					
Time-charter payments	57	61	105	107					
Disbursements of overseas shipping	136	136	149	169					
Total	1,053	1,051	1,361	1,606	1,591	389	390	397	415
Civil aviation									
Fares, freight, etc.	178	218	234	256					
Disbursements of overseas airlines	57	69	82	98					
Total	235	287	316	354	410	94	102	106	108
Travel:	282	359	432	489	538	138	133	129	138
Other services:									
Financial and allied	231	301	382	399					
Films and television	46	43	28	40					
Royalties, etc.	106	114	138	} 862					
Miscellaneous	528	580	643						
Total	911	1,038	1,191	1,301	1,480	359	354	377	390
Total private services§	2,481	2,735	3,300	3,750	4,019	980	979	1,009	1,051
Interest, profits and dividends‡:									
Direct investment	568	650	681	694	778	176	198	183	221
Portfolio investment	164	161	171	166	166	37	42	40	47
Oil and other	375	525	515	558	595	147	138	158	152
Total	1,107	1,336	1,367	1,418	1,539	360	378	381	420
Private transfers	171	181	192	207	218	54	54	55	55
Government services	44	48	51	55	75	20	15	19	21
Total credit	3,803	4,300	4,910	5,430	5,851	1,414	1,426	1,464	1,547
DEBITS:									
Private services:									
Shipping:									
Freight and fares	273	312	379	399					
Time-charter payments	385	399	643	743					
Disbursement abroad	360	371	414	508					
Total	1,018	1,082	1,436	1,650	1,678	406	418	422	432
Civil aviation:									
Freight, fares, etc.	103	122	133	147					
Disbursements abroad	103	124	146	162					
Total	206	246	279	309	348	81	81	86	100
Travel:	271	324	382	437	528	132	130	130	136
Other services:									
Films and television	22	28	17	21					
Royalties, etc.	87	100	111	} 523					
Miscellaneous	314	349	373						
Total	423	477	501	544	615	148	148	158	161
Total, private services§	1,918	2,129	2,598	2,940	3,169	767	777	796	829
Interest, profits and dividends‡:									
Direct investment	329	308	345	371	457	92	121	114	130
Portfolio investment	96	100	113	136	155	40	38	41	36
Oil and other	347	431	415	443	490	119	115	122	134
Total	772	839	873	950	1,102	251	274	277	300
Transfers:									
Private	226	230	226	221	228	57	57	57	57
Official	179	177	172	200	208	53	51	50	54
Government services	331	338	365	385	434	105	99	113	117
Total debits	3,426	3,713	4,234	4,696	5,141	1,233	1,258	1,293	1,357
NET BALANCES:									
Private services	+563	+606	+702	+810	+850	+213	+202	+213	+222
Interest, profits and dividends‡	+335	+497	+494	+468	+437	+109	+104	+104	+120
Private transfers	− 55	− 49	− 34	− 14	− 10	− 3	− 3	− 2	− 2
Government transfer payments	−179	−177	−172	−200	−208	− 53	− 51	− 50	− 54
Government services	−287	−290	−314	−330	−359	− 85	− 84	− 94	− 96
Net invisible balance	+377	+587	+676	+734	+710	+181	+168	+171	+190

‡An alternative breakdown is:

	1968	1969	1970	1971	1972	1972† 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Credits:									
Private sector	1,069	1,297	1,302	1,319	1,374	318	334	337	385
Public sector	38	39	65	99	165	42	44	44	35
Debits:									
Private sector	498	466	546	652	790	175	198	199	218
Public sector	274	373	327	298	312	76	76	78	82
Net balance:									
Private sector	+571	+831	+756	+667	+584	+143	+136	+138	+167
Public sector	−236	−334	−262	−199	−147	− 34	− 32	− 34	− 47

† Seasonally adjusted.
§ Including public corporations.

Materials prices rose again in February

THE strong upward trend in materials prices continued in February. The provisional index for basic materials and fuel purchased by manufacturing industry increased by 3 per cent, with higher prices for food materials, wool and copper accounting for the bulk of the change, as in January. The monthly increase in the index has exceeded 1 per cent in each month since July, and the February index was 21 per cent higher than 12 months before.

The provisional price index for home sales of manufactured products rose by ½ per cent in February. This was about the same as in January, the index for which has been revised upward on the basis of fuller information. In February, as in each of the two preceding months, about three-fifths of the overall increase was owing to higher prices for manufactured foods. The index for products other than food, drink and tobacco has risen by ½ per cent since November, half the rate of increase in the index for all manufactured products.

CHART I

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of March 9, 1972.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movement used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London SW1 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering), and 3411 for all other information.

Materials and fuel purchased by broad sectors of industry (Table 1)

Prices of purchases by the food and textile industries continued rising fast in February, with increases for both sectors amounting to 5 per cent. During the past 12 months the index for the food industries has risen by 23 per cent and for textiles by 49 per cent. The index for clothing and footwear, a major purchasing sector for textile products, has also been rising substantially, by 1¼ per cent in February and by 21 per cent during the past year.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED 1963 = 100

1968 SIC		1971	1972											1973	
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. p	Feb. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	133.6	135.0	136.1	139.4	148.4	134.6	137.3	139.6	141.2	144.8	147.5	152.9	158.5	163.3
	Basic materials	132.0	133.6	134.0	137.8	148.3	133.1	135.4	138.1	139.9	144.1	147.2	153.5	160.0	165.6
	†Fuel	143.4	143.7	149.2	149.2	149.2	143.4	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	136.2	137.1	139.3	143.4	152.0	136.8	140.9	143.2	146.0	150.0	151.8	154.3	159.9	163.1
	Basic materials other than fuel	134.5	135.6	137.0	142.0	152.7	135.2	139.0	141.9	145.2	150.3	152.4	155.5	162.4	166.4
	Materials and fuels purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	130.9	133.1	132.4	134.1	143.0	132.6	132.9	135.0	134.5	136.9	141.0	151.1	155.6	163.4
Order V	Chemicals and allied industries	135.2	134.6 r	136.3 r	138.7 r	142.1	134.3	137.5 r	138.9 r	139.7r	140.7 r	142.1 r	143.4	145.2	146.1
311 to 312	Steel industries	141.0	141.0	144.6	146.0	148.1	140.7	145.4	145.9	146.5	147.3	148.3	148.6	148.7	148.9
Order VII (excluding MLH 342)	Mechanical engineering industries	147.4	148.3	152.2	153.6	155.3	148.1	153.2	153.6	154.0	154.5	155.5	155.9	156.9	157.6
Order IX	Electrical engineering industries	148.9	152.5	155.1	157.0	159.6	152.4	156.0	156.9	158.1	158.5	159.7	160.6	163.9	167.4
361	Electrical machinery industry	152.5	153.8	156.9	158.6	160.3	153.7	157.8	158.6	159.3	159.6	160.5	160.8	162.5	164.2
Order XIII	Textile industries	110.2	115.7	119.5	126.2	147.2	115.8	121.7	125.7	131.2	145.2	145.6	150.8	164.1	172.1
Order XV	Clothing and footwear industries	128.6	131.1	137.4	142.9	152.0	130.0	140.4	143.5	144.8	149.3	153.1	153.6	154.9	156.9
Order XVII	Timber industries	144.9	147.0	149.5	155.2	162.1	147.3	152.8	155.0	157.7	159.8	162.6	163.8	165.4	166.8
481 to 484	Paper industries	141.7	139.8	141.2	145.5	149.6	139.7	145.0	145.7	145.9	147.8	150.4	150.6	154.4	152.7
Order XX	Construction materials	144.9	146.5	149.3	153.1	157.9	146.4	151.4	153.4	154.4	156.0	158.6	159.2	159.7	160.4
Part of Order XX	House building materials	146.8	148.4	151.1	155.7	162.0	148.3	153.6	156.0	157.5	159.6	162.9	163.6	164.3	165.0

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2

CHART 3

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1971	1972											1973	
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Feb.	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. p	Feb. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	142.2	143.8	145.5	148.1	151.1	143.9	147.0	148.2	149.2	150.2	151.2	151.8	152.3	153.0
	Home sales	140.0	141.6	143.4	146.0	149.1	141.6	144.9	146.1	147.0	148.2	149.3	149.7	150.3	151.0
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries:														
	Total sales	141.9	143.7	145.9	148.7	151.7	143.9	147.7	148.7	149.7	150.8	151.9	152.5	152.7	153.0
	Home sales	138.3	140.2	142.7	145.4	148.6	140.3	144.4	145.5	146.3	147.7	149.0	149.2	149.6	149.9
211 to 229	Output of Selected Broad Sectors of Industry Products of the Food manufacturing industries:														
	Home sales	142.3	143.7	143.1	146.5	150.4	143.7	144.6	147.1	147.8	149.2	150.3	151.7	153.9	156.2
Order V	Chemicals and allied industries:														
	Total sales	124.9	127.3	128.0	129.9	131.9	128.1	129.0	130.0	130.7	131.2	131.5	133.1	133.2	133.2
	Home sales	122.2	124.0	125.1	126.8	129.4	124.2	125.9	127.0	127.5	129.0	129.4	129.7	129.8	129.9
311 and 312	Steel industries:														
	Total sales	143.1	143.0	148.1	148.0	149.8	142.8	147.8	148.1	148.2	148.6	150.2	150.5	150.5	150.5
	Home sales	143.7	143.9	150.4	150.7	151.0	143.9	150.7	150.7	150.7	150.7	151.1	151.1	151.1	151.1
Orders VII to XII	Engineering and allied industries:														
	Total sales	146.5	148.3	150.7	153.4	155.7	148.4	152.7	153.5	154.2	154.9	155.8	156.3	156.4	156.5
	Home sales	141.5	143.4	145.9	148.3	151.0	143.4	147.6	148.4	149.0	150.1	151.4	151.5	151.7	151.8
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	147.5	149.5	152.0	154.4	157.0	149.4	153.6	154.5	155.2	156.2	157.3	157.6	157.6	157.6
Order IX	Electrical engineering:														
	Home sales	136.5	138.3	139.9	141.3	142.6	138.4	140.7	141.1	142.0	142.5	142.6	142.6	142.6	142.6
Order XIII	Textile industries:														
	Total sales	124.0	125.7	128.8	131.9	138.6	125.4	130.5	131.8	133.3	136.6	139.2	139.9	141.4	143.6
	Home sales	123.0	124.9	128.0	131.6	138.3	124.7	130.2	131.5	133.0	136.3	139.0	139.5	141.4	142.9
Order XV	Clothing and footwear: Home sales	124.4	126.5	128.3	130.6	133.9	126.6	129.8	130.4	131.6	133.0	134.0	134.5	134.8	135.5
Order XVII	Timber industries: Home sales	147.1	149.9	151.9	155.6	162.9	150.4	153.6	156.1	157.0	161.3r	163.7	163.8	163.8	163.7
481 to 484	Paper industries: Home sales	141.7	143.8	146.5	149.6	152.3	143.7	148.5	149.5	150.9	151.9	152.5	152.5	153.0	154.0
Order XX	New construction‡	146	149	155	160 p					160 p					

‡ Index of building costs relate to average for the quarter.

(continued on next page)

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WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a). COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963 = 100

1968 SIC		1972			1973	
		Feb.	Aug.	Dec.	Jan. p	Feb. p
101	Coal	160.4	168.1	172.0	172.0	172.0
102/1	Coated limestone roadstone	130.3	141.6	141.8	141.8	141.8
102/2	Slates	160.9	160.9	160.9	160.9	160.9
103/3	Sand and Gravel—ex-pit or works	139.4	144.6	144.6	144.6	144.6
109/3	Salt	117.4	120.8	122.4	122.4	122.4
211	Flour	130.1	143.3	151.0	151.0	151.0
216	Sugar refined	130.2	111.9	110.5	106.2	107.4
217	Chocolate and sugar confectionery	153.4	155.4	156.8	156.9	156.6
231	Beer	155.8	163.0	163.0	163.0	163.0
240	Tobacco	139.9	139.9	142.0	142.0	q42.0
262	Motor spirit, Two star (including duty)	155.0	156.9	159.3	159.3	159.3
	Medium fuel oil (950 secs.)	141.1	146.1	148.7	148.7	148.7
	Derv fuel (including duty)	149.9	152.0	153.2	153.2	153.2
263	Lubricating oil and greases	132.4	138.3	138.7	138.7	138.7
271	General chemicals †	116.4	118.2 r	119.5	119.7	119.9
272	Pharmaceutical chemicals	115.4	113.2	113.8	113.7	113.7
	Pharmaceutical preparations	104.4	108.8	109.8	109.8	109.8
273	Toilet preparations	149.0	156.0	160.4	160.4	160.4
274	Paint	131.2	137.2	138.6	138.6	138.6
275	Soap	147.8	154.5	157.5	157.5	157.5
	Soapless detergents	119.6	122.1	124.0	124.0	124.0
276/1	Synthetic resins and plastics materials	106.2	107.0	107.9	107.5	107.5
279/7	Photographic paper and film and photo chemical materials	132.0	138.0	137.8	137.8	137.8
311/2	Steel sheets—other than stainless and electrical sheets	135.4	142.7	142.7	142.7	142.7
	Tinplate	143.2	150.1	150.1	150.1	150.1
	Finished steel	144.2	150.2	150.7	150.7	150.7
	Heavy bars and sections	145.7	153.1	153.1	153.1	153.1
	Light re-rolled bars and sections	145.5	152.5	152.5	152.5	152.5
312	Steel tubes	158.4	168.7	169.6	169.6	169.6
313/3 and 313/4	Iron castings	151.4	157.4	161.1	161.2	161.2
313/4	Cast and spun iron pipes and fittings	141.3	150.5	163.7	163.7	163.7
321	Aluminium: Rolled	148.9	157.9	161.2	161.2	..
	Aluminium: Extruded and drawn	152.0	162.2	166.6	166.6	..
	Aluminium: Castings	165.8	168.3	170.3	173.0	176.3
	Aluminium: Forgings	140.0	140.0	147.0	147.0	147.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	191.7	197.6	213.0	230.9	245.1
331	Agricultural machinery	146.6	150.0	157.2	157.2	157.2
333	Pumps, valves, compressors etc.	174.8	183.8	189.3	189.1	189.1
336	Construction and earth moving equipment	148.9	155.2	160.6	160.6	160.6
337/2	Cranes	136.7	143.5	146.7	146.9	146.9
339/6	Portable power tools	132.3	136.4	141.5	141.5	141.5
353/1	Dental goods	148.4	156.2	157.6	158.1	158.1
365/1	Gramophone records and tape recordings	115.9	119.4	131.9	131.9	131.9
368	Domestic electrical appliances	123.2	124.9	123.7	123.7	123.7
391	Tools and implements	155.4	159.8	172.3	172.3	172.3
392	Cutlery and tableware	150.0	155.8	158.3	158.3	158.3
	Knives, scissors, etc.	156.6	159.5	162.6	162.6	162.6
	Spoons and forks	179.1	187.8	190.7	190.7	190.7
399/6	Domestic hollow-ware	187.7	191.0	193.5	193.5	193.5
399/7	Industrial hollow-ware	148.3	154.4	154.4	154.4	154.4
399/9	Domestic gas appliances	120.4	121.0	121.4	121.2	121.2
411	Man-made fibres	91.9	94.2	94.7	94.7	94.7
412, 414/5 and 415	All man-made fibres yarns	121.1	127.5	129.2	130.8	130.9
412/1	Cotton and cotton mixture yarns	166.5	169.6	171.0	175.1	..
413/1	Woven cotton cloth in the loomstate	158.1	166.6	169.7	169.9	..
413/5	Loomstate man-made fibres fabrics	121.6	127.4	132.3	132.8	..
413/6	Linen cloth	148.3	160.8	166.1	167.8	171.9
414/1	Wool tops	88.6	113.7	170.4	191.8	218.4
414/2	Yarns of wool spun on the worsted system	111.0	127.7	159.8	168.3	170.3
416	Rope, twine and net	115.0	118.2	119.5	121.9	123.4
417	Hosiery and other knitted goods	102.1	105.3	108.8	109.9	110.4
419	Carpets and rugs	128.1	135.7	145.7	150.5	151.8
422/2	Canvas goods and sacks	142.0	154.1	154.1	148.7	148.7
429/1	Asbestos manufactures	132.3	133.8	136.0	136.0	136.0
431/1	Leather for footwear	143.2	206.2	230.0	230.1	..
432/1	Travel goods	140.0	145.9	149.6	151.6	151.6
441/9	Made-up clothing	125.9	128.6	132.1	132.3	132.3
441	Weatherproof outerwear	114.1	115.8	117.3	117.4	117.4
442	Men's and boys' tailored outerwear	131.6	132.5	135.6	135.7	135.7
443	Women's and young girls' tailored outerwear	124.6	129.1	129.7	130.1	130.1
445/1	Light outerwear	121.5	125.2	129.0	129.2	129.2
450	Footwear	127.8	134.3	140.0	140.8	141.9
461/1	Refractory goods, including bricks	140.8	146.1	147.4	147.4	147.4
461/2	Non-refractory goods including building bricks	140.9	155.3	160.7	161.0	161.0
	Engineering bricks—*delivered*	156.7	179.5	191.4	191.4	191.4
	Common building bricks (Fletton) *delivered*	156.4	167.2	174.3	174.3	174.3
	Common building bricks (Non-Fletton) *ex-works*	153.6	177.1	178.8	180.5	180.5
462/3	Domestic china and earthenware	166.1	175.6	175.6	175.6	175.6
463/1	Flat glass—including safety and silvered glass	134.8	143.0	144.2	144.1	144.1
	Glass products—other than Flat glass and containers	142.7	144.7	150.4	150.4	150.4
463/2	Glass containers	143.0	140.3	144.5	144.5	144.5
464	Cement, delivered	163.3	163.3	163.3	163.3	163.3
469/1	Abrasive papers and cloths	140.9	147.9	162.7	162.7	162.7
469/2	Precast concrete products	131.4	136.0	139.3	139.3	139.3
471/1	Home-grown hardwood, sawn	136.2	140.6	148.5	152.0	152.0
471/2	Building joinery	164.7	173.6	193.8	193.8	194.0
472	Domestic furniture	145.6	151.3	155.6	155.4	155.4
473	Bedding, etc.	153.8	157.1	159.0	159.0	159.0
481	Paper and board	139.6	142.0	144.6	144.8	146.2
482/1	Cardboard boxes, cartons and fibreboard packing cases	152.4	159.7	161.8	161.8	162.1
482/2	Packaging products and paper etc.	140.8	149.2	154.7	154.7	155.2
	Paper bags	142.5	150.3	158.4	158.4	158.4
483	Manufactured stationery	148.6	157.2	161.0	161.0	161.5
484/1	Wallpaper	164.6	173.3	173.7	184.8	184.8
491/1	Rubber tyres and tubes	136.6	140.3	143.6	143.6	143.6
491/2	Rubber goods—other than tyres and tubes	141.8	146.6	151.8	151.8	151.8
492	Linoleum and felt base	153.0	156.1	159.4	159.4	159.4
493	Brushes and brooms ‡	140.9 r	144.9	145.3 r	145.3	146.1
494/1	Toys and games	153.0	156.6	157.3	157.7	157.7
494/1	Perambulators, folders and pushchairs	145.0	147.9	150.4	150.4	150.4
494/3	Sports equipment	127.2	132.1	133.6	133.6	..
495/1	Pens and pencils	132.3	137.2	137.2	137.1	137.1
495/2	Stationers' goods—other than pens and pencils	137.2	141.7	141.7	141.7	141.7
496/2	Plastics products—other than components and accessories	106.3	107.1	109.8	109.9	109.9

† Revised index number March 1972=116.8, April=117.3, May=117.5 June=117.6, July=117.9, September=118.6, October=119.3, November=119.4.
‡ Revised index number December 1971=135.6, January 1972=140.4, March=141.6, April=142.4, May=142.9, June=143.0, July=144.6, September=145.0, October=145.3, November=145.3.

TABLE 3(b). COMMODITIES WHOLLY OR MAINLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1972			1973	
	Feb.	Aug.	Dec.	Jan.	Feb.
Hides and skins	174.3	269.0	333.8	338.9	337.9 p
Imported	172.6	238.6	297.7	301.7	292.8 p
Native	176.6	310.6	383.1	389.7	399.5
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	123.5	129.1	129.1	129.1
Copper†	185.0	185.1	188.2	205.4	221.4
Lead†	180.1	194.5	210.6	215.7	223.8
Nickel refined delivered§	178.9	190.2	222.8	222.8	227.0
Tin, ingot min. 99.75%†	157.8	171.0	177.4	179.8	185.0
Zinc†	197.9	196.1	211.5	216.8	229.6
Oils, resins and gums:					
Palm, oil, crude ex-refinery in bulk	100.1	119.4	121.0	119.8	130.9
Whale oil, crude	125.9	125.9	125.9	125.9	125.9
Natural rubber	67.9	71.9	95.9	103.8	110.6 p
Sulphur, crude, cif (for acid making)	105.0	111.1	111.1	125.1	125.1 p

	1972			1973	
	Feb.	Aug.	Dec.	Jan.	Feb.
Textiles:					
Cotton, raw	128.8	117.1	139.1	142.9	141.1
Jute, raw, BWC grades, cif Dundee	199.7	161.2	162.9	164.7	167.5
Jute, raw, BWB grade, cif Dundee	182.7	147.4	151.9	151.7	152.7
Silk, raw, delivered mill	156.0	182.5	202.7	210.5	216.5 p
Sisal, East Africa, No. 3L grade, cif London	55.3	70.8	82.9	91.4	..
Wool, raw	82.1	112.1	170.6	209.0	232.8 p
Crossbred, medium and coarse, cif UK	82.2	113.6	165.2	184.7	180.9 p
Crossbred, fine, cif UK	82.2	113.9	185.4	238.0	268.9 p
Merino, cif UK	84.8	117.4	183.9	237.7	282.8 p
Timber:					
Imported hardwood (ex-yard or wharf)	156.9	170.0	186.9	192.7 p	199.0 p
Imported plywood (delivered to consumers)	157.6	161.2	187.3	188.9	..
Imported softwood (delivered to consumers)	147.3	158.4	167.6	169.5 p	..
Woodpulp, imported	141.1	150.5	156.6	163.7	159.7

† LME settlement price. § Producers' price.

VALUE ADDED TAX

The present series of wholesale price index numbers are compiled exclusive of purchase tax, and it is expected that users will find them to be more useful for most purposes if they exclude VAT. Accordingly the regular monthly published series will exclude this tax.

In practice, wholesale price index numbers exclusive and inclusive of VAT would have the same or nearly the same percentage movements except when the VAT rates change.

The increases in prices of copper and closely associated products such as brass have mainly accounted for an acceleration of the index for electrical engineering, which has risen 2 per cent in both January and February.

Index numbers for other sectors continued to increase in February with the exception of that for the paper industries, where a reduction in sterling woodpulp prices, quoted in US dollars, reflected a rise in the sterling exchange rate against the dollar.

Output of broad sectors of industry: home sales (Table 2)

An increase in the index for food manufacturing of 1½ per cent in February mainly reflected higher prices for animal feedingstuffs and brought the index to 4 per cent more than in November. Output prices in the textiles, clothing and footwear, and paper industries rose substantially in February compared with other non-food sectors; since November index numbers for these sectors have risen nearly 3 per cent in the case of textiles, and 1 per cent for both clothing and footwear and the paper industries. Index numbers for other sectors showed little or no change in February.

Vehicle production in February: estimated figures

ESTIMATED vehicle production for the United Kingdom based on provisional returns supplied by the major manufacturers is as follows:

For the four-week period ending March 3, 1973:

	Total	Average weekly rate
Cars	135,000	33,750
Commercial vehicles	31,800	7,950

During the comparable period for last year the actual average weekly rate of production was 32,882 for cars and 6,344 for commercial vehicles.

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1970 Census of Production reports (price including postage shown in brackets):

C1 Introductory notes (37½p)
C2 Coal mining (25½p)
C17 Margarine (30½p)
C25 Mineral oil refining (25½p)
C62 Food and drink processing machinery (30½p)
C65 Ordnance and small arms (30½p)
C81 Wheeled tractor manufacturing (30½p)
C90 Bolts, nuts, screws, rivets, etc. (30½p)
C92 Cans and metal boxes (30½p)
C95 Drop forgings, etc. (25½p)
C96 Metal hollow-ware (25½p)
C98 Production of man-made fibres (25½p)
C105 Lace (30½p)
C108 Made-up household textiles and handkerchiefs (30½p)
C128 Cement (34½p)
C145 Linoleum, plastic floor covering, leathercloth, etc. (30½p)
C151 Gas (25½p)
C152 Electricity (25½p)

1971 Census of Production report (price including postage shown in brackets):

C200 Provisional results (46½p)

FOOD

Food supplies moving into consumption in the United Kingdom

In order to provide some early indications of consumption trends in the year 1972 as a whole, preliminary estimates of food supplies moving into consumption in the United Kingdom are set out in the following table and compared with results for 1971. The estimates relate to commodities at a primary stage of distribution. More detailed figures, with estimates of consumption of end products, a full commentary on the results, and some nutritional analyses, will be published later in the year. The revised estimates for 1971 show a slight increase over those published in July 1972 owing to the use of a lower population figure, based on the results of the 1971 Census of Population, the results of which became available towards the end of 1972.

The overall pattern of food consumption, as shown by these preliminary estimates, remained stable, and first indications are that changes between 1971 and 1972 were generally small. Total meat consumption expressed in terms of edible weight was unchanged at 134 lb per head although there were some changes in the pattern of usage. Increases of 3.2 lb per head in consumption of poultry meat and 1.2 lb per head in consumption of pork offset lower beef supplies and the continued decline in consumption of mutton and lamb.

All forms of fish consumption showed some increase, total consumption rising by over three-quarters of a pound per head to

FOOD SUPPLIES PER HEAD PER ANNUM MOVING INTO CONSUMPTION IN THE UNITED KINGDOM

(lb. per head per annum)

		1971	1972
I.	DAIRY PRODUCTS (excluding butter)		
	Liquid milk	306.6	306.6
	(pints per head per annum)	(238.0)	(238.1)
	of which schools and welfare milk (pints)	(15.4)	(7.0)
	Cream (40% fat content)	3.3	3.3
	Cheese	12.4	11.9
	Evaporated milk, full cream, unsweetened	5.1	4.6
	Condensed milk, full cream sweetened	0.8	0.6
	Condensed milk, machine skimmed	2.8	2.7
	Dried whole milk	1.3	1.6
	Dried skimmed milk	3.2	3.2
	Milk as liquid in manufactured products not elsewhere specified	16.4	17.6
	Total (converted to milk solids)	56.1	56.0
II.	MEAT		
	Beef—bone in	40.9	37.2
	Beef—bone out	5.1	7.0
	Mutton and lamb	22.1	20.4
	Pork	26.0	27.2
	Offal	7.8	8.0
	Canned meat (imported)	7.6	7.9
	Bacon and ham	26.0	24.9
	Poultry	23.6	26.8
	Rabbits and game	0.6	0.6
	Total (converted to edible weight)	134.0	134.0
III.	FISH		
	Fresh, frozen and cured (wet fillet equivalent)	14.8	15.0
	Shell fish, fresh and frozen (edible weight)	1.1	1.2
	Canned fish (imported)	2.5	3.0
	Total (edible weight)	18.4	19.2
IV.	EGGS		
	Shell eggs (number)	254	251
	Egg products (equivalent number of eggs)	19	20
	Total	273	271
V.	OILS AND FATS (visible)		
	Butter	18.0	15.9
	Margarine (gross)	12.7	14.1
	(net) (a)	12.1	13.2
	Lard and compound cooking fat	11.2	11.9
	Other edible oils and fats	13.5	13.8
	Total (converted to fat content)	49.7	49.9
VI.	SUGAR AND SYRUPS		
	Sugar refined (b) (i) (gross)	104.1	103.3
	(ii)	99.9	99.4
	(iii) (net)	95.6	95.5
	Honey	0.9	0.7
	Glucose	12.0	13.2
	Total (sugar content) (gross)	115.1	115.2
	(net)	106.5	107.2
VII.	FRUIT		
	Fresh citrus fruit	23.1	20.7
	Other fresh fruit	54.3	51.0
	Canned fruit	17.2	17.0
	Imported fruit juices (in natural strength)	7.6	7.7
	Imported fruit pulp	1.5	1.6
	Imported dried fruit	5.4	5.8
	Total (converted to fresh equivalent)	129.2	125.2
VIII.	PULSES AND NUTS		
	Dried pulses (c)	7.0	7.1
	Shelled nuts and soya flour	4.7	5.7
	Total	11.7	12.8
IX.	POTATOES (d)	219.5	221.1
X.	OTHER VEGETABLES		
	Fresh tomatoes	13.2	12.3
	Imported canned tomatoes (incl. juice and puree)	6.9	7.6
	Cabbage and greens	36.1	36.7
	Leafy salads	4.6	4.7
	Fresh carrots	11.7	11.3
	Fresh legumes	18.4	21.2
	Other fresh vegetables	29.4	29.7
	Other canned vegetables (e)	8.2	9.2
	Total (converted to fresh equivalent)	134.4	138.8
XI.	GRAIN PRODUCTS		
	Wheat flour	143.5	143.8
	Barley products	0.3	0.3
	Oat products	2.8	3.4
	Rye products	0.5	0.5
	Breakfast cereals	6.5	7.1
	Rice	3.9	3.7
	Starch and other farinaceous foods	3.1	2.1
	Total	160.6	160.9
XII.	TEA, COFFEE AND COCOA		
	Tea	8.2	8.0
	Coffee (bean equivalent) (f)	4.7	4.4
	Cocoa powder	1.0	1.2
XIII.	ALCOHOLIC DRINKS (g)		
	Spirits (proof pints) (h)	3.0	3.3
	Beer (pints)	185.4	185.9
	Wine (pints)	7.8	8.8
XIV.	ENERGY VALUE (kcal per head per day)		
	Food (including coffee and cocoa)	3,080	3,090
	Alcoholic drink	136	139

(a) Excluding ingredients shown as separate items elsewhere in the tables (eg butter and lard).

(b) (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories.

(c) Includes dried beans and dried peas for canning.

(d) Includes the raw equivalent of potato products (ie crisps, canned, dehydrated and frozen potatoes).

(e) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.) and canned tomatoes.

(f) Including coffee extracts and essences.

(g) Quantities retained for home use, based on Table 221, Annual Abstract of Statistics 1972, provided by HM Customs and Excise.

(h) Excludes medical spirit.

19.2 lb. Total egg supplies decreased from 273 to 271 eggs per head per annum. Overall consumption of milk and milk products (excluding butter) stayed at much the same level, though consumption of cheese fell by ½ lb per head. A fall in consumption of butter from 18.0 lb per head in 1971 to 15.9 lb in 1972 was partially offset by increased supplies of margarine. Usage of other edible oils and fats increased slightly bringing total oils and fats consumption to just above the 1971 levels. Consumption of sugar and syrups showed a slight increase.

Total fruit supplies were rather lower than in 1971. There was a decrease in consumption of citrus and other fresh fruit and canned fruit, although consumption of imported fruit juices, fruit pulp and dried fruit rose marginally. Consumption of vegetables was higher at 138.8 lb per head, consumption of peas and beans increasing by 2.8 lb per head, although supplies of fresh tomatoes fell by 0.9 lb per head. Total consumption of grain products was 160.9 lb per head as against 160.6 lb in 1971, the wheat flour usage being 143.8 lb per head. Tea consumption was again lower at 8.0 lb per head, but coffee did not show its usual rise in consumption, falling slightly to 4.4 lb per head. Consumption of all forms of alcoholic drink increased once again, wine increasing by over 10 per cent.

The energy value of food (including coffee and cocoa, but not alcoholic drink) was almost unchanged at about 3,090 kilocalories per head per day in 1972 compared with 3,080 kilocalories in 1971.

Notes

Estimates of food consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food and are usually published in June or July of each year. The shortened version has been prepared to meet requests for more up-to-date statistics.

A series covering the years 1968-1971 was published in *Trade and Industry*, Vol. 8, No. 3, July 20, 1972 (pages 134-136).

Northern Ireland index of production

THE provisional Northern Ireland index of production for December 1972 is 169. This is 4 points lower than the index for November 1972 and 11 points higher than for December 1971. The index numbers for the main industrial groups with the increase or decrease on December 1971 shown in brackets are: textiles 264 (+34 points); clothing 121 (−1); engineering and metals 115 (−3); food, drink and tobacco 123 (+13); timber and furniture 154 (+10); mineral products 141 (+8); other manufacturing industries 245 (−11); and gas, electricity and water 250 (+34).

British Film Fund Agency returns

THE British Film Fund Agency has published the following information for the four weeks ended January 27, 1973.

	£	£
Distributors' earnings submitted		
High cost films	279,448	
Low cost films:		
Eligible (after multiplying by 2½)	76,933	
Not eligible for 2½ times rental	7,734	
		364,115
Films of less than 3,000 ft. (after multiplying by 2½)		19,113
		383,228
Levy collections paid to Agency by HM Customs and Excise to February 12, 1973, including an estimate of collections approximately covering entertainments for four weeks ended January 27, 1973.		379,100

The third interim allocation for the sixteenth distribution period will be at the rate of 44 per cent.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972 during the week anded Friday, March 16, 1973.
BR/E Indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Asphyx	BR/E 36689/18/3/78	99	March 15	Scotia-Barber Distributors Ltd.	Glendale Film Productions (Two) Ltd.
Movietone News 2284	BR/E 36560/18/3/78	7	March 16	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2284A	BR/E 36561/18/3/78	7	March 16	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The Legend of Frenchie King	EC 36685/18/3/78	80	March 14	Hemdale Film Distributors Ltd.	Les Films E.G.E., Paris, Francos Films, Paris, Societe Nlle de Cinematographie, Paris, Vides Cinematografica, Rome and Copercine, Madrid
			FOREIGN		
Boxcar Bertha	F 36680	87	March 13	MGM-EMI Distributors Ltd.	American International Pictures Inc.
Slaughter	F 36681	90	March 13	MGM-EMI Distributors Ltd.	The Slaughter 1 Limited Partnership
Love Me My Way	F 36682	81	March 14	Richard Schulman Entertainments Ltd.	Armor Films Inc.
Anybody Anyway	F 36683	72	March 14	Richard Schulman Entertainments Ltd.	S.H.B. Productions, New York
Adventures In Perception	F 36684	20	March 14	Contemporary Films Ltd.	The Nederlands Government Information Service, The Hague
Two Lane Blacktop	F 36686	102	March 14	Fox-Rank Distributors Ltd.	Universal Pictures and Michael Laughlin Enterprises Inc.
The Little Shop Of Horrors	F 36687	70	March 14	Hemdale Film Distributors Ltd.	Filmgroup Inc.
The Baby	F 36688	85	March 15	Scotia-Barber Distributors Ltd.	Quintet Films Inc.

Amendments to the Register:
The registration number of the film 'Danish Dentist On The Job', registered on November 7, 1972, has been amended to EC 36463/12/11/77.
The registration number of the film 'The Sisters' (Le Sorelle), registered on April 28, 1970, has been amended to EC 34818.
The registration number of the film 'Asterix Le Gaulois' (Asterix the Gaul) registered on July 31, 1972, has been amended to EC 36332/6/8/77.
The registration number of the film 'Asterix And Cleopatra' (Asterix et Cleopatra) registered on November 26, 1970, has been amended to EC 35173 and the name of maker corrected to Dargaud S.A. Neuilly sur Seine and EDI Film, Brussels.
The registration number of the film 'The Burglars' registered on September 7, 1972, has been amended to EC 36382/10/9/77.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Steel consumption and stocks in the fourth quarter of 1972

Consumption of steel

CONSUMPTION of finished steel in the fourth quarter of 1972 is now estimated to stand at 4,510,000 tonnes (6,180,000 tonnes ingot equivalent) after seasonal adjustment, a slight upward revision of the provisional figures published a month ago in respect of the same quarter. This indicates that the recovery in consumption, which began in the second quarter of 1972, is now gathering pace. Quarterly figures are given in Table 1.

Stocks

Stocks of finished steel held by merchants and consumers are estimated after adjustment for seasonal factors, to have risen by 132,000 tonnes (180,000 tonnes ingot equivalent). As a result of the improvement in steel consumption, however, stocks expressed as number of weeks' supply have fallen to stand at 12.2 weeks at the end of the fourth quarter of 1972. Details are given in Table 2. A substantial increase in stocks was shown in most industries, with the exception of the mechanical engineering industry.

TABLE 1. CONSUMPTION OF FINISHED STEEL BY USING INDUSTRY

(thousand tonnes)

	1971		1972				1971		1972			
	3rd qtr.	4th qtr.	1st qtr. (p)	2nd qtr. (p)	3rd qtr. (p)	4th qtr. (p)	3rd qtr.	4th qtr.	1st qtr. (p)	2nd qtr. (p)	3rd qtr. (p)	4th qtr. (p)
							SEASONALLY ADJUSTED					
Coalmining	108	122					119	121				
Railways and rolling stock	92	83					104	83				
Shipbuilding	149	177					163	176				
Constructional engineering and building	688	726					725	731				
Electrical engineering	165	187					184	182				
Mechanical engineering	705	720	NOT YET AVAILABLE				757	713	NOT YET AVAILABLE			
Motor vehicles	510	570					570	587				
Hollow-ware	298	286					305	298				
Wire and wire manufactures	248	279					273	280				
Other consuming industries	800	810					867	806				
TOTAL HOME CONSUMPTION	3,763	3,960	4,026	4,256	3,903	4,509	4,067	3,977	3,920	4,049	4,215	4,510
of which:												
Private consumers	3,576	3,737	3,881	4,038	3,719	4,279	3,863	3,768	3,771	3,837	4,014	4,295
Public organisations	187	223	145	218	184	230	204	209	149	212	201	215

(p) Provisional.

TABLE 2. ESTIMATED CHANGES IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY CONSUMING INDUSTRY GROUPS

(thousand tonnes)

	1971	1972				Stock at end of Dec. '72 (p)	1971	1972				Stock at end of Dec. '72 (p)
	4th qtr.	1st qtr. (p)	2nd qtr. (p)	3rd qtr. (p)	4th qtr. (p)		4th qtr.	1st qtr. (p)	2nd qtr. (p)	3rd qtr. (p)	4th qtr. (p)	
							SEASONALLY ADJUSTED					
Coalmining	+ 7	−12	− 20	− 5	− 2	96	+ 3	−10	− 25	− 5	+ 1	99
Railways and rolling stock	− 6	− 9	− 5	−15	− 11	72	—	−10	− 7	−19	− 4	75
Shipbuilding	− 29	+11	− 11	+13	+ 28	291	− 27	+14	− 13	+12	+ 28	289
Constructional engineering and building	− 72	+ 8	− 71	+21	+ 50	847	− 84	+ 3	− 64	+38	+ 31	846
Electrical engineering	− 13	+ 6	− 8	—	+ 3	105	− 7	+ 1	− 8	− 1	+ 9	108
Mechanical engineering	− 58	− 4	− 7	+19	− 22	764	− 56	−13	− 8	+33	− 26	768
Motor vehicles	− 47	− 3	− 15	− 8	+ 29	369	− 40	−20	—	−13	+ 36	373
Hollow-ware	− 12	+15	− 1	−16	+ 16	151	− 11	+ 8	− 1	−10	+ 17	155
Wire and wire manufactures	− 20	+ 8	+ 7	− 8	− 4	131	− 21	+ 7	+ 3	− 5	− 2	132
Other consuming industries	− 48	− 6	− 57	+ 8	+ 48	615	− 35	−25	− 60	+24	+ 54	630
TOTAL CHANGE IN CONSUMERS' STOCKS	−298	+14	−188	+ 9	+135	3,441	−278	−45	−183	+54	+144	3,475
of which:												
Private consumers	−295	+32	−170	+20	+141	3,240	−287	−24	−155	+67	+135	3,266
Public organisations	− 3	−18	− 18	−11	− 6	201	+ 9	−21	− 28	−13	+ 9	209
CHANGES IN MERCHANTS' STOCKS	− 40	+21	+ 29	−11	− 2	752	− 49	+20	+ 26	+ 3	− 12	753
TOTAL CHANGES BY CONSUMERS AND MERCHANTS	−338	+35	−159	− 2	+133	4,193	−327	−25	−157	+57	+132	4,228

(p) Provisional.

TABLE 3. ESTIMATED CHANGE IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY PRODUCT

(thousand tonnes)

	1970			1971				1972				Stock at end of Dec. '72 (p)
Product	2nd qtr.	3rd qtr. (a)	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. (p)	2nd qtr. (p)	3rd qtr. (p)	4th qtr. (p)	
Sheet	+ 58	+ 41	− 9	−62	− 43	− 33	− 25	+16	− 45	+ 3	+ 52	648
Plate	+ 35	+ 65	+ 77	−40	− 85	− 67	− 90	+ 2	+ 1	+22	+ 23	810
Tinplate	− 10	− 5	− 42	+16	+ 13	− 14	− 14	+21	+ 1	−23	+ 6	162
Reinforcing bars and rods	+ 18	+ 23	+ 4	−18	+ 1	− 16	− 16	+ 1	− 2	+15	+ 16	185
Other steel products	+ 38	+ 2	+114	+45	−107	− 91	−193	− 5	−114	−19	+ 36	2,388
Total consumers' and merchants' stock changes	+139	+126	+144	−59	−221	−221	−338	+35	−159	− 2	+133	4,193

(a) 14-week period. Reduced to 13-week basis for purposes of comparison.
(p) Provisional.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Sept. 21 1972
Balance of payments:	
quarterly figures (Q)	This week
trends in invisible transactions (Q)	This week
Bankruptcy orders (Q)	Jan. 18 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Mar. 8 1973
Catering trades turnover (M)	Mar. 15 1973
Chemicals industry activity (Q)	Jan. 18 1973
Companies:	
acquisitions and mergers (Q)	Feb. 15 1973
new registrations:	
Gt. Britain (M)	Mar. 15 1973
N. Ireland (M)	Feb. 1 1973
Computers, UK market (Q)	Jan. 25 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	Mar. 1 1973
Electronic capital equipment (Q)	Feb. 22 1973
Engineering industries, sales and orders (M)	Mar. 8 1973
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	Feb. 1 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	This week
household consumption (Q)	Jan. 4 1973
Footwear industry	
production, orders and deliveries (M)	Feb. 15 1973
Foreign exchange, official reserves (M)	Mar. 8 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Feb. 15 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Feb. 15 1973
Hire-purchase business (M)	Mar. 8 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Feb. 15 1973
N. Ireland index (M)	This week
Wales index (Q)	Dec. 28 1972
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	Jan. 11 1973
investment and earnings overseas (A)	Mar. 23 1972
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	Feb. 22 1973
production (M)	Mar. 15 1973
production, quarterly analysis (Q)	Feb. 22 1973
Motor industry:	
car and commercial vehicle production (M)	Mar. 8 1973
estimated figures	This week
motor trades turnover (M)	Feb. 15 1973
Office development permits (Q)	Mar. 15 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	Apr. 13 1972
ECGD business (Q)	Mar. 1 1973
unit value and volume index numbers (M)	Mar. 15 1973
value (M)	This week
value, analysis of trends (Q)	This week
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	Feb. 22 1973
Retail trades:	
sales (M)	Mar. 8 1973
sales, N. Ireland (M)	Mar. 8 1973
stocks (M)	Mar. 15 1973
Royalties, overseas transactions (A)	Mar. 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	This week
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Mar. 8 1973
retail (M)	Mar. 15 1973
Television, overseas payments and earnings (A)	Aug. 5 1971
Textiles:	
activity in the industry (Q)	Jan. 11 1973
cotton industry production (M)	Mar. 8 1973
hosiery production (M)	Feb. 22 1973
made-up clothing, orders and deliveries (M)	Mar. 15 1973
orders and deliveries (M)	Mar. 15 1973
wholesale houses' sales (M)	Mar. 8 1973
wool exports (Q)	Mar. 8 1973
wool output (M)	Mar. 8 1973
Tourism:	
foreign visitor arrivals (M)	Feb. 22 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 9 1972
index numbers (M)	This week

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Jan. 4 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Mar. 1 1973
ECGD local offices	This week
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Jan. 18 1973
Release dates of economic statistics	Mar. 1 1973

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30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

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Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London, WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

GOVERNMENT SALES

MINISTRY OF DEFENCE

March 27, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel: 08692-2073)

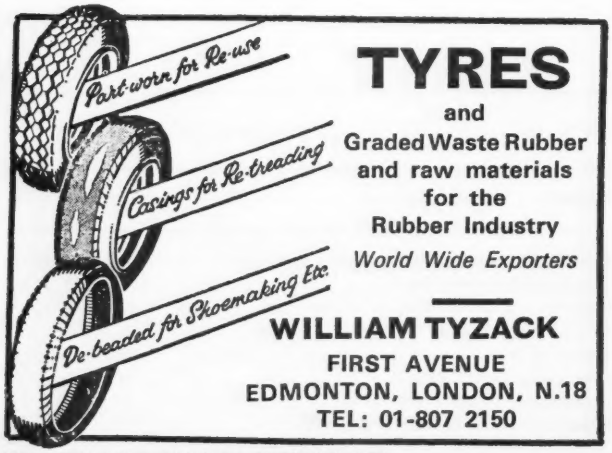
Miscellaneous stores including: 41 Austin Gypsy vehicles, 10 Triumph 500cc motor cycles. Textiles, clothing; furniture; miscellaneous kitchen equipment; a large quantity of trouser liners; vehicle washing plant; Coventry Climax fire pumps; machine tools; hand tools; tool kits; charging sets; stirrup pumps; fork lift trucks; electrical spares and instruments; watches; telephone sets, switchboards; scrap ferrous and non-ferrous metals, etc.

April 4, 1973 Miscellaneous Stores

Location: Dining Hall, Cavalry Barracks, Butt Road, Colchester

Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester, Essex CO1 1PW (Tel: 0206 46161)

Miscellaneous stores including: Industrial tractor, cars, light commercial vehicles, generators, microscopes, engineers and carpenters tools, cooking equipment, first aid equipment, projectors and screens, cutlery, waterproof clothing, scrap ferrous and non-ferrous metals, field telephone equipment, charging sets, miscellaneous clothing, bedding, furniture, carpets and rugs, etc.



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Miscellaneous stores including: Clothing; boots; shoes; rubber boots; kitchen utensils; scrap canvas, mixed rags; furniture; MT spares; photographic and electrical equipment; telescope levels; Avo meters; clocks; watches; crockery; metal coal scuttles; garden tools; charging sets; radio receiver and valves; slicing and weighing machines; various instruments and test gear; air compressors; road roller; concrete mixer and vibrator; brazing hearths; fork lift trucks; wire rope; mobile cranes; oil drums; ferrous and non-ferrous scrap metals; ball and roller bearings; safes; tyres; fire bricks; binoculars and telescopes; cycles; electric irons; kettles; hand tools including shearing, drilling, slotting and grinding machines; pug mill, circular saw, cold saw, etc.

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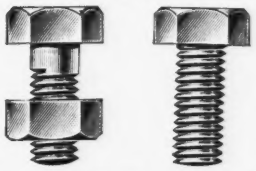

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To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

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